



# spotlight

January 2009 Vol. 42 No. 1



**SUMMIT  
EDITION**

A monthly publication spotlighting top producers of American Income Life and National Income Life





**Roger Smith**  
 President & CEO  
 American Income Life & National Income Life

## Our Tribe

I had the privilege of being at the inauguration when Barack Obama was sworn in as President. I can't explain the emotions that came over me that day, but I can tell you the words that played over and over in my head. In fact, it was the words that Dottie yelled out as he walked to the podium. "Yes we did!" Standing in a cheering crowd of millions, I couldn't help but think of our great company and the hope we bring everyday.

Our commitment to community was so evident at the recent PR Summit. The tribal-themed Summit took place on the imaginary island of OTEKAS, which brings "The Opportunity to Exchange Knowledge and Skills." The PR force learned about new and different ideas and markets and how to work together most efficiently to generate the lead growth necessary to catapult AIL/NILICO to the next level. Summit's theme got me thinking about how we are all members of the AIL/NILICO tribe.

The word "tribe" is synonymous with "unity", "harmony", and "alliance." These words conjure up images of our Sales Force, PR Force, and Home Office working hard to protect and serve working families, and to extend Opportunity Unlimited to all tribe members. We are spread across three countries,

but we are united by a common vision. Our soul is in the heart and minds of working families, and we stand out as one of the few companies that reach out both politically and monetarily on behalf of working families. When I think about the AIL/NILICO tribe, I think, "Yes we do!"

The phenomenal teamwork of AIL/NILICO tribe members is simply undeniable when you look at our record growth in 2008. We have reached heights never before seen in the history of this great company. The road to \$250 Million and 2.5 Million leads calls upon more of the unity and teamwork that allowed us to reach our present milestones. Together in 2009, the tribe members of AIL/NILICO will chant, "WILL 2 WIN!"



**American Income Life Insurance Company** has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

### ■ spotlight

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 www.aillife.com/recruiting

### SGA CAREER TRACK

#### New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

### TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,991,410.14 in bonuses. For more information on the monthly bonuses, turn to Pages 6 & 7.

**Total: \$1,991,410.14**

### REQUIRED RETENTION RATE

**Effective Jan. 1, 2009**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

**Retention: 68%**  
**Net to Gross: 78%**

### DATES TO REMEMBER

**Wednesday, February 25, 2009**

All business and PR credits must be at the Home Office to count for February production.

### RECORD BREAKERS!

**Congratulations to our newest record breaker!**

Top Personal Producer:  
 Roghie Hassanloo with \$367,548 Net ALP for 2008

### LOOK WHO'S GROWING!

The Carla Miller Agency opened a new office in Greenville, South Carolina. Robert "Cory" Liles will serve as the MGA. AIL/NILICO wishes you great success on the road ahead!



### CORRECTIONS

October First Time 15% Bonus winners were mistakenly reported in the December issue of *Spotlight*. We apologize for any confusion and congratulate the November winners for a job well done!



**LOOK FOR ME!**



### NEW RECORDS

PG. 04



### FIRST TIME 15% CONTEST WINNERS

PG. 06



### PROMOTIONS AND ANNIVERSARIES

PG. 08



### 2009 PR SUMMIT

PG. 10



### CONTRIBUTIONS

PG. 18

### FOUNDER'S CLUB OUTSTANDING PRODUCERS December 2008



**ROBERT J DUNN**  
 Surace-Smith  
 2nd Qualification  
 \$61,496 Net ALP  
 88.8% RET



**BEN HALALI**  
 Jatoft-Foti  
 3rd Qualification  
 \$65,250 Net ALP  
 80.2% RET

### LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton, home of the Golden Globe Awards! The convention will be held May 14-17, 2009.



# Records and Achievements

# New SGAs

## What a year!

Year 2008 will remain on the AIL/NILICO record books for its earth-shattering production achievements and company-wide victories. And with our outstanding successes we never forget what lies at the heart of AIL/NILICO.

Hitting each of our unbelievable production figures measures more than the number of reinstatements or agents coded, more than the leads generated and the cards returned. There is a story behind every number. There is a working family who is protected, there is a union we reached out to, there is an agent who has the opportunity to experience Opportunity Unlimited.

And there is you. Your fortitude, your zest, and your courage to achieve the remarkable made achieving these records possible. These records measure your determination to hit each and every obstacle head on and your conviction to keep persevering in the face of doubt and fear. Your *WILL 2 WIN* is evident in every record we break and in every step we take towards \$250 Million and 2.5 Million leads.

Success at AIL/NILICO means we are taking a stand for what is right and for what is deserved. We stand for employment opportunities, protecting working families, and personal excellence. We are successful because we believe. We believe in the opportunity to help others. We believe in the leaders and the determined individuals who are a part of our company. We believe in you.

In 2009, we will continue to believe together and we will continue to achieve together. Thank you for making 2008 a year to be remembered.



greatest recruiting & coding year in company history

coded 5,528 agents during 2008

16% growth over last year

agent count in 2008 totaled 3,085 increase of almost 600 since January 1 2007

456 codes in december resulted in

49% growth over 2007 and the best december in company history



Netals

december reached 9.8m

finished the year at 108.9m

41% december finishes your 2008 effort at 18.5% for the year



LEADS

greatest lead production month (december) in company history

132,000 leads 19% annual growth

december lead production month was the largest month in the history of the company with an increase for the year of over 16%



Reinstatements

34% increase over the fourth quarter in 2007



**Gregory Engrav**  
Arkansas  
02.01.09

I am so excited about the opportunity to be the State General Agent in Arkansas for American Income, the company I love. I have been with American Income for almost 10 years and have met a lot of leaders who have been very influential to me - Eddie Norman, my first SGA; Rick Altig, Joe Manone, Greg Sinner, and my cousin, Steve Engrav (MGA, Wisconsin). Without him, I never would have had this opportunity in the first place. But most of all, I thank Eddie Dhillon, who has been my mentor and friend, and has taught me how to be independent and successful. I am looking forward to great success and wish others the same unlimited opportunity.



**Philip Prata**  
Connecticut  
02.01.09

I never would have pictured how much my life would change when I took the advice of a friend of mine and soon to be mentor, Francisco Perez, over 6 1/2 years ago while I was still bartending my way through college. He encouraged me to join AIL after graduation and promised me I would have success as long as I worked hard, was coachable, and had "blind faith." Well, the advice he gave me is similar to the advice by many of the mentors in the company, and guess what? It works! Cisco, I appreciate your guidance and leadership because it is a huge reason why the door to becoming an SGA has opened for me.

To my first SGA, Eric Giglione, you have also played a huge role in opening my eyes to what leadership truly is, and you painted an incredible picture of the Opportunity Unlimited with AIL/NILICO. Last, but not least, to my current SGA, Theo Pappas, you have not only taught me how to actually run a successful business, but also how to make it a greater success with your Agency. Continuously building those connections and relationships with your team really allows their true talents to shine. That bond alone, Theo, is one of the key ingredients that allowed my team in Brooklyn to be as successful as we are. Not only do I thank you for that guidance, but I thank them all for their support and hard work!

It's now time to write a new chapter in my career. I am very grateful for the opportunity to be able to apply the knowledge and experience that I have gained over the last few years and pass it on to the future leaders in Connecticut. It will be an exciting, challenging, and prosperous time for all of us. Together as a team, we will all reach new and higher levels of success!

Thank you to all of AIL/NILICO's fine leaders who remained committed to motivating your agents to success. AIL/NILICO applauds your *WILL 2 WIN!*

Stay tuned for the first month's results of the new *January thru June Contest*, which kicked off January 1, 2009.

**Total Contest Payout:**

**\$422,814.99**

# Contest

First Time 15%

**\$8,642.31**  
Bonus Count\* 14



**Wayne Fader**  
Marc Rosen Agency

**\$6,058.85**  
Bonus Count\* 21



**Alberto Alcalá**  
Marc Rosen Agency

**\$6,021.29**  
Bonus Count\* 19



**Brett Gryska**  
Oldham-Bianchi Agency

**\$5,830.72**  
Bonus Count\* 14



**Stephen Hill**  
Friedlander Agency

**\$5,554.73**  
Bonus Count\* 17



**Ben Halali**  
Jatoft-Foti Agency

**Top YTD  
Winners**

**December  
Winners**

Manager	Bonus Count*	Bonus Amount	Manager	Bonus Count*	Bonus Amount	Manager	Bonus Count*	Bonus Amount	Manager	Bonus Count*	Bonus Amount
Stephen Hill	7	\$3,066.86	Rishaun English	2	\$403.42	Joshua Richmond	1	\$231.40	Kyle Klipp	1	\$151.97
Sita Pereira	6	1,401.68	Laura Fisher	2	403.21	Alan Silverman	2	228.28	Christopher Benigni	1	151.96
Marcus Howard	3	1,324.10	Lawrence Hauck	1	391.26	Matthew Parker	2	226.64	Moussa Adou	1	148.84
Brett Gryska	4	1,268.93	Matthew Melhorn	2	388.38	Clifford Mekelburg	1	219.83	Frederick Greene	2	142.65
Delaunda Milner	2	1,261.91	Natalie Lloyd	1	385.79	Samuel Florent	1	219.25	Moswen Taylor	2	142.65
Lorenzo Lameko	4	1,089.66	David Guzman	1	379.62	Michael Pellicciotta	1	218.44	AshLynn Orng	1	142.56
Matt Flores	3	1,036.02	Michael LiBassi	2	379.32	David Melcher	2	208.20	Benton Tong	1	139.81
Christian Chenier	3	950.25	Dorian Oldham	2	374.87	Stephen Jubrey	2	207.41	Ernesto Rosales	1	138.06
David Faraway	1	856.85	Alberto Alcalá	2	373.09	Jay Newsome	2	205.44	Crystal Mestres	1	136.80
Doreen Ryan-Foti	3	816.86	Nicholas Lorence	1	361.24	Hsiaohsuan Li	2	203.95	Ardith Jefferson	1	134.41
Athar Sheikh	1	757.87	Lura Diaz	1	360.62	Marsela Kresic	1	200.48	Jason LaFayette	1	131.94
Patricia Lee	1	754.92	Bradley Weigand	1	353.37	John Sparby	1	199.27	Jera Culbert	1	130.07
Patrick Bendure	3	740.70	David Goodman	1	352.96	Pamela Ladd	1	196.48	Scott Hanna	1	129.72
Patrick Stenglein	1	721.24	Garret Kun	1	342.37	Justin Wilson	1	192.69	Jamison Weatherspoon	1	128.56
Robert Vincent	1	707.44	Dawn McElwain	1	333.94	Harjeet Rana	1	192.16	Albert Lau	1	128.19
Bobby Gujral	1	687.07	Clifton Horton	2	330.19	Alvin Hagens	1	190.09	David Iriye	1	128.19
Atta Saleh	1	677.76	Byron Paz	2	320.95	Shiwa Hollingsworth	1	189.69	Paul Samra	1	126.56
Donny Bowen	2	660.36	Robert Shafer	1	316.69	Michael Romeo	2	187.44	Brian Wolchok	1	125.55
Samuel Cohen	2	655.54	Steven Engrav	2	312.31	Corey Liles	1	181.98	Evan Holzhauer	1	125.11
Ben Halali	2	633.82	Richard Correa	1	303.93	Billy Wilder	1	179.79	Matt Pflueger	1	120.87
Craig Beck	3	619.59	Darron Hacker	1	292.15	Wes Elder	1	178.64	Thomas Stewart	1	119.17
Lee Jeffers	1	604.99	Stefanos LeBrasseur	1	284.05	Michael Weeder	1	176.69	Teresa Butolph	1	117.44
James Hill	2	587.57	Corey Carbon	1	279.61	Dustin LaRoche	1	176.48	Antonio Monica	1	115.07
Nicholas Zangardi	2	536.41	Gevorg Yanukyan	2	278.58	James May	1	173.79	Eric Cochran	1	114.39
Philip Prata	1	528.18	Karen Stockwell	1	263.52	Josh Sablan	1	173.73	Roger Melton	1	108.75
Desi Dimitrova	2	498.95	Thomas Soloweyko	2	261.83	Paulo Rosa	1	170.97	Christa Barfield	1	108.53
Kurt Walters	2	493.63	Lee van Delft	1	261.32	Michael Laramie	1	165.98	Michael Antognoli	1	108.02
Timothy Matteson	2	492.11	Michael van Delft	1	261.32	James Hurlburt	1	165.30	Ryan LeBaron	1	107.80
David Hausman	2	486.78	Anthony Theriault	1	254.34	Ronald Rivera	1	164.80	Allen Nelson	1	107.80
Jermaine Gunter	2	473.50	Cheryl Foti	1	253.11	Rodney Ward	1	164.25	Jason Bratin	1	106.92
Jeffery Thiel	1	471.78	Maria Greene	2	249.48	Joseph Moore	1	162.12	Jewmekia Morton	1	104.81
Robert Kanaan	2	459.05	James Craig	1	248.72	Arthur Greene	1	159.51	Stefan Johannsson	1	102.64
Tracy Haden	2	444.34	Gary Jones	1	238.91	Kevin Yakowich	1	159.51	Melissa Friedman	1	102.23
Mitch Duplantis	3	440.06	Caleb Douce	1	235.89	Mark Beckford	1	156.01			
Wayne Fader	1	439.66	Loralee Vasquez	1	234.88	Magda Figueiredo	1	156.01			
Daniel Orr	2	413.15	Cynthia Sittig	2	232.88	Yvonne Zarathustra	1	154.62			

Bonus Count\* is the total number of Agents under the indicated Manager who have reached the 15% Bonus level for the first time.

## Bonus

### PUBLIC RELATIONS BONUS

Al Wall	Josh Chalom	\$12,317.03
Robin Andrade	HO MA	7,685.07
Chuck Hill	Jatoft-Foti	4,359.00
Brenda Di Somma	HO NJ	3,656.55
Mark Gagliardi	Jatoft-Foti	3,376.50
Vivian Dwyer	HO VA/Bitman	2,932.67
Ashley DesJardins	Matt Wolfanger	2,695.50
Ken Altizer	HO WV	2,349.00
Malka Arony	Steve Hartman	1,896.75
Susan Gilbert	HO Chicago	1,809.63

### LEADERSHIP BONUS

Ben Halali	Jatoft-Foti	\$25,987.20
Bobby Gujral	Altig-Orlovic	18,462.04
Patrick Bendure	Surace-Smith	17,193.00
Samuel Cohen	Fred Hadayia	15,424.97
Jeffery Thiel	Simon Arias	14,884.75
Lorenzo Lameko	Steve Friedlander	12,436.54
Sarai Castanon	Jatoft-Foti	12,023.56
Cheryl Foti	Jatoft-Foti	11,244.40
Wayne Fader	Marc Rosen	10,352.98
Brett Gryska	Oldham-Bianchi	9,062.17

### REINSTATEMENT BONUS

Lance Martin	Surace-Smith	\$2,510.26
Christopher Stephens	Jatoft-Foti	2,192.56
David Jackson	Tom Williams	2,069.81
Sami Mogannam	Jatoft-Foti	1,900.71
John Bulecza	Matt Henderson	1,703.58
Carlo Bonifazi	Bob Olson	1,526.65
James Larkin	Theodore Pappas	1,281.10
Lily Tchen	Cohen-Cohen	944.40
Hank Gordon	Bob Olson	815.34
David Wang	Bob Olson	777.12

### WORLD'S GREATEST BONUS

Ernesto Magat	Jatoft-Foti	\$11,366.05
Kelly McDonald	Altig-Orlovic	8,170.95
Helen Taylor	Altig-Orlovic	7,599.53
Troy Plummer	Alt-Orl-Deley	7,409.48
Amir Sedaghat	Altig-Orlovic	7,372.95
Daniel Hanson	Alt-Orl-Deley	6,231.69
Kevin Appasamy	Altig-Orlovic	6,142.63
Brock Lampee	Altig-Orlovic	5,246.28
Justin Adams	Simon Arias	5,161.23
Kevin Ishikane	Altig-Orlovic	5,028.17

**TOTAL:**  
**\$1,936,707.34**



## Promotions

### Regional General Agent

Thomas Craig Hal Herman John Sparby

### Master General Agent

Jackie Alston Ryan Barker  
Mark Corkrean Rita Earl  
Patrick McGonigle Jayson Medema  
Cody Novak Jonathan Russell  
Atta Saleh Brian Sundberg  
Kurt Walters

### General Agent 60%

Anthony Coleman Glyn Hurst

### General Agent 57.5%

Sharon Brenner Jason Brown  
Keith Johnson Roger Johnson  
Sebastian Kazek Jason Lobring  
Daniel Stonge Alba Wandurraga

### Supervising Agent 55%

Phillip Bonavida Estelle Butts  
Jesus Gonzalez Daniel Hartwig  
Shelley Meyer Gordon Mooc  
Fredric Nobari Michael Padilla  
Humberto Quintero Ernesto Rosales  
Tim Smith Timothy Stott

### Supervising Agent 52.5%

Joseph Adams Kurt Anderson  
Natalie Bryson Eric Cisler  
Aldonta Garrett Sharmanda Gawel  
Steven Johnson Eunsook Kang  
Lleison Martinez Leaitrice Medina  
Jeremy Pannell Ilona Patterson  
Oscar Rubio Martin Skedel

John Sparby

Adam Collard  
Roghie Hassanloo  
Clifford Mekelburg  
Preeti Sahgal  
Timothy Velky

Stacie Jones

Despina Guelker  
Lynn Jones  
Norbert Medina  
Michael Yoxtheimer

Louis Fani  
Sharnitha King  
Jewmekia Morton  
Tommy Penson  
Mildred Rush

Julius Baker  
Bradley Cossin  
Richard Goldman  
Natalya Kashevskaya  
Ronald Morgan  
Juanita Pittman  
Brookalyn Stillwagon

**MILLION DOLLAR CLUB**

**Rudi Camenzind**

Rudi Camenzind from the Cohen-Cohen Agency has qualified for the Million Dollar Club with \$1,003,458 Net ALP.

Rudi joins fellow 2008 qualifiers Kelly McDonald, Tim Cruise, Max Quasem, Robert Ulreich, and Joey Kennedy. He will receive a bonus of \$5,000 and the Million Dollar Club Award.

Otari Batar  
Raynard Dauphin  
David Gombkoto  
Casey Kunash  
Brent Morrissey  
Kerry Ponder  
Tracy Thomas-Shell

Amaninder Bharj  
Grisel Faulkner  
Evanne Hull  
Joseph Kuzmanko  
Sheila Murphy  
Andrew Queen

Jes Bradshaw  
Christopher Fersch  
Samantha Jacobsen  
Jun Ma  
Shawn Nowak  
Curtis Ross

## Outlook



**Rob Falvo**

Senior Vice President of Field Operations

## Success is Certain

Recently, I read an article that asked me to “Suspend Disbelief”, which is a different way of saying, “Believe anything is possible.” One of the best areas of your life to apply this concept is to your success.

The most powerful determinant of your success is what you believe about your success. Do you want to be successful? Or do you believe you will be successful? And I don't mean, do you think success is possible? I mean, do you have that feeling deep in your gut that you will experience success? It's no coincidence that your actions reflect your answers to these questions. You're not going to commit the energy and time required to reach a goal if you don't believe you'll ever actually achieve it. It would be pointless. Success comes in the doing, and if you're not doing, you're certainly not achieving.

For some reason, we must have concrete evidence before we will believe in something. Often our “proof” comes from outside influences and not within ourselves. Past difficulties and the opinions of others cause what you believe about your success to be flawed with doubt and skepticism. Your skepticism, which you presume to be based on rational thinking and an objective assessment of facts about yourself, is rooted in mental junk. Your doubts are not the product of accurate thinking, but habitual thinking. Somewhere along the path of life you accepted flawed conclusions as correct, and you began to live your life as if those wrong ideas about your potential were true. It's time to find the faith that you had in yourself before.

Instead of believing failure is an option, believe that success is the only possible outcome. Take the leap towards your goals and act as if your success is guaranteed. Going from your current level of achievement to one several levels higher in one bold jump is an almost unbelievable idea. You may have definite reservations about the possibility that you can make such exponential improvement at all. Suspend disbelief, and act. If you don't have proof that you can achieve success, do you have proof that you can't? If you must doubt something, doubt your limits.

No one holds the answer to how successful you will be except you. Your belief in yourself is the only proof you need. Always remember the wisdom of Hebrews 11:1, “Now faith is the substance of things hoped for, the evidence of things not seen.”

## Anniversaries

### 28 Years of Service

John Jatoft SGA

### 19 Years of Service

Jerry Hartnett PR Cat C

### 17 Years of Service

Tom Williams SGA

### 13 Years of Service

Kenneth Altizer PR Cat C

### 12 Years of Service

Rigoberto Pedroza Agt

### 11 Years of Service

Rudi Camenzind Agt  
Erin McKee PR Cat C

### 10 Years of Service

Albert DiMarco Agt  
Bobby Gujral RGA  
Krissa Hensley PR Cat C  
William Sargent Agt

### 8 Years of Service

John Akers SGA  
Marcus Bautista Agt  
DeMario Cooper MGA  
Erica Dalager PR Cat A  
Vann Durham MGA  
David Wang RGA

### 7 Years of Service

Samuel Cohen RGA  
Zachary Hart Agt  
Nancy Myers Agt  
Ryan Stenglein SGA  
Thomas Tulowiecki Agt

### 6 Years of Service

Lee Croft GA  
Richard Davis MGA  
Sonny Gurney RGA  
Paulo Rosa MGA  
Tasha Tucker MGA

### 5 Years of Service

Samuel LaSala MGA  
Devin Phillips MGA

### 4 Years of Service

Samantha Chui MGA  
Cindy Craven GA  
Dustin Henderscheid GA  
Sara Thraillille PR Cat A

### 3 Years of Service

Luis Bagundo GA  
Larry Chick Agt  
Michael Forcier RGA  
George Lahamedjian RGA  
Carrie-Mishelle Ho PR Cat B  
Alan Rosen Agt  
Farhod Shamsiyev MGA  
Katherine Stone Santos PR Cat B  
Lacey Stoor Agt  
Steve Surace RGA  
Michael Vasu RGA  
Stanley Wendo Agt  
Joseph Westfall PR Cat C  
Paul Winslow PR Cat B

### 2 Years of Service

Jackie Alston MGA  
Mark Beckford MGA

### 2 Years of Service (cont.)

Carlo Bonifazi MGA  
Aaron Burke GA  
John Charlton MGA  
Kathryn Chaisson MGA  
Dustin Dunbar MGA  
Matthew Glisson Agt  
Brock Graff MGA  
Aaron Haskins MGA  
Marcus Howard MGA  
Arjai Jackson SA  
Lee Jeffers MGA  
Daniel Jones Agt  
Lorie Keller SA  
Stephen Matous PR Cat A  
James May SA  
Shaun McDonald RGA  
David Melcher SGA  
Ashlynn Orng MGA

### 1 Year of Service

Karen Appgarscholz PR Cat B  
Raymond Appleberry SA  
Craig Beck MGA  
Vance Bosch SA  
Christopher Brooks SA  
Anna Bucaro PR Cat B  
William Buckenmeyer Agt  
Sarai Castanon GA  
Katie Chase SA  
Erik Costello Agt  
Lura Diaz SA  
Daniel Eggers GA

### 1 Year of Service (cont.)

Mark Flemm PR Cat B  
Cassandra Gordon SA  
Shawn James GA  
Timothy Keene Agt  
Katherine Kidder PR Cat B  
Brent Leathers Agt  
Hsiaohsuan Li GA  
Natalie Lloyd MGA  
Nicholas Lorence MGA  
Sonia Marin Agt  
Thomas Matthews Agt  
Marlin McKinney GA  
James McLagan Agt  
Nedelka McLean SA  
Norris McNamara Agt  
Catherine Minor MGA  
Amanda Mlinaz PR Cat C  
Eileen Moss Agt  
Dick Nakatani SA  
Johnathan Olsen MGA  
Richard Pasternack Agt  
Andrew Reynard Agt  
Debbie Romero Agt  
Gary Rothman PR Cat B  
Adam Schacter SA  
John Serrano SA  
Mehr Shahukar Agt  
Robert Slocum GA  
Mark Sowten SA  
Maria Thlang Agt  
Robert Vincent MGA  
Arsen Yanukyan Agt



**Agency Director of the Month**  
**Bruce Murray**

Bruce's territory had an exceptional 132% growth over December 2007.

Bruce is a dedicated leader and a tremendous asset to the AIL Executive team.



**New Director**  
**Murray Horowitz**

I am very excited to be working with a company like AIL/NILICO. After having the chance to meet some of the people associated with the company over the last few days, I am more excited than ever about my opportunity to be a Regional Sales Director.

While I am new to AIL/NILICO, I am not new to the industry. For the past 20 years, I have worked in insurance and financial services with companies such as Combined Ins., Merrill Lynch, and Prudential. I pride myself on the fact that I started in the field as an agent with Combined Insurance Company in 1991 and worked my way up to being a Branch Manager. I was responsible for the hiring, recruiting, and training for the states of Georgia and Florida and achieved the highest sales award the company offers, a Grand Diamond.

I look forward to bringing in some new ideas and thoughts on how to not only improve the quantity of business but also to help everyone achieve a higher quality of business. I feel that AIL/NILICO gives me the ability to get back to my insurance roots, while giving me a great opportunity to positively affect the lives of others. I look forward to helping AIL/NILICO go above and beyond its goals in the upcoming years and am very excited to be a part of something special going forward.





**Participating Tribes**

-  **Beasts from the East**
-  **Hui Holomua**
-  **Rainforest Renegades**
-  **Seneca**
-  **Wappituee**
-  **Wasugee**
-  **Wolf**



I know I am new to the company, but I want to be number one. This is helping me know how to get there.  
-Troy Garidel-

I have never been in a room with people of such quality and with such high energy. This is amazing.  
-Bonnie Ellingson-

I am so pumped. I can hardly wait to get back home and go to work!  
-Dyan Guentzel-

I am so excited about the opportunities!  
-Kate Langthorn-

**Marilyn Gonzalez, Florida**

Each testimonial or tribal letter provided such an inspiring outlook on how to deal with personal trials as well as professional trials. There were many experiences that I found myself being able to relate to. It brought me a sense of peace in knowing that others have dealt with many of the same obstacles that I am currently experiencing. It gives me the confidence and strength to persevere, because with enough persistence and dedication, anyone can and will succeed.

**Tim O'Connor, Oklahoma**

I have truly found a great company to be a part of. You guys are the greatest.

**Dee Hettinger, Kansas**

As a new hire, this was my very first Summit, and I have to say, I was very impressed with the whole weekend. Everything ran so smoothly and was very organized for such a large event. I feel like I learned a lot, and it was wonderful meeting and networking with so many talented people! Everyone I met who has some tenure with the company raved about what a great company that AIL is to work for. As a new employee, it was so reassuring and inspiring to hear!

**Tiffany Membery, Colorado**

Being able to connect with PR Reps all over the country and share and brainstorm new ideas has fueled my passion for success. I am truly thankful for all of the time, blood, sweat, and tears that went on behind the scenes to make the 2009 PR Summit possible. I feel fortunate to be a part of a team that strives for success and making a difference. More importantly, I am very proud and honored to be a part of such an unbelievably caring company who makes a difference each day in so many lives.

**Michelle Beasley, Tennessee**

The summit provided a wealth of information. What the summit did for me was fill in the holes on some areas that I was uncertain about. In addition, hearing the stories of the peaks and valleys of the business was extremely motivational.

**Diane Caballero, Oklahoma**

It was an unforgettable week! I learned so much and was so inspired by others. The AIL family is, without a doubt, the most loving, compassionate group of humans I have ever met. I thank God to be a part of such a group! You leaders did a fantastic job.

**Robin Andrade, Massachusetts**

The Summit was well organized, extremely motivating, and lots of fun. The tribal legends were a unique way to share our history. The quality of the rookies/newbie's was outstanding.

**Brenda Di Somma, New Jersey**

This was the most professionally run Summit that I have ever attended. The accommodations and food were excellent, the breakout sessions were well done, and I loved the powerpoints. The energy was infectious, and the opening of Summit was very powerful.

**Bernie Weaver, New Jersey**

Summit was extremely enlightening and educational. It lit a fire under me, and I learned a lot. I loved the tribal competitions.

# Come, Witness the Explosion!

**Debbie Enstedt**

*Vice President  
of Public Relations Field Operations*

Every January, the PR Representatives travel from three countries to come together at the PR Summit. It is an opportunity to strategize for the new year, share new ideas, and learn from each other. It cannot help but turn into a celebration, as we all look forward to seeing each other each year.

I have always considered myself an optimist, but this PR Summit has left me the eternal optimist. This year's PR Summit had an island, volcanic theme; we were there to witness the explosion. The explosion represented 2.5 Million leads.

The Island, which was appropriately named OTEKAS, (which is the acronym for Opportunity to Exchange Knowledge and Skills) was a source of learning and inspiration. The Tribal Elders shared their stories through the tribal legends, tales that are passed down from generation to generation. There is nothing like the written word, reflected on and then shared to inspire and teach.

These stories celebrate the traits, the challenges, and the triumphs of various individual tribe members. The newer tribe members realized that they are not alone; whatever the experience might be, someone has walked there.

Of course, we can help with the understanding; however, the desire, the commitment, the tenacity to succeed, and the commitment to come witness the explosion must come from within.

It was obvious during the break out sessions, the sharing of the tribal stories, and the opportunity to hear from Roger, Scott, and Rob that the desire and commitment were there.

There is no tribe like ours. Together, as things continue to heat up, we will cause the explosion that will generate 2.5 Million leads.





# Individual Producers



**1. Ernesto Magat**  
San José, CA



**2. Justin Adams**  
Pittsburgh, PA



**3. Lafi Papalii**  
Auckland, NZ



**4. Roghie Hassanloo**  
Toronto, ON



**5. Vaaufia Robertson**  
Auckland, NZ



**6. Daniel Hanson**  
Minneapolis, MN



**7. Helen Taylor**  
Surrey, BC



**8. Kevin Appasamy**  
Winnipeg, MB



**9. Robert J Dunn**  
Cleveland, OH



**10. Amir Sedaghat**  
Burnaby, BC



**Bruce Viaje**  
Burnaby, BC



**John Passi**  
Auckland, NZ



**Lotofoa Taala**  
Auckland, NZ

December Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1	Ernesto Magat	\$65,994	88		Ben Halali	Jatoft-Foti
2	Justin Adams	42,317	96		Jeffery Thiel	Simon Arias
3	Lafi Papalii	36,816	100		Lorenzo Lameko	Steve Friedlander
4	Roghie Hassanloo	35,981		70.3		Josh Chalom
5	Vaaufia Robertson	29,993	100		Stephen Hill	Steve Friedlander
6	Daniel Hanson	27,887		88.5	David Romfoe	Altig-Orlovic
7	Helen Taylor	26,792		85.7	Bobby Gujral	Altig-Orlovic
8	Kevin Appasamy	25,962		73.8		Altig-Orlovic
9	Robert J Dunn	24,858		88.8		Surace-Smith
10	Amir Sedaghat	23,168		86.6	Amir Sedaghat	Altig-Orlovic
11	Kelly McDonald	22,877		81.1	Kelly McDonald	Altig-Orlovic
12	Danielle Olsen	22,592	100		Lee Jeffers	Altig-Orlovic
13	Kevin Ishikane	20,704		81.0	Daven Hermosura	Altig-Orlovic
14	Emma Graham	19,932		82	Athar Sheikh	Josh Chalom
15	Tehani Maragos	19,647		87	John Collins	Altig-Orlovic
16	David Ramirez	19,254		82.0	Ben Halali	Jatoft-Foti
17	Monique Roye	19,226		84	Samuel Cohen	Fred Hadaya
18	Sean Lacroix	19,077		70.5	Sean Lacroix	Altig-Orlovic
19	Ronald Morgan	19,029		93	Earnest Powers	Simon Arias
20	Brian Morse	18,837		70.0	Brian Morse	Marc Zipper

ALL TIME RECORD: STEVEN STENSURD \$71,391 1st Six Mo Agt

YTD Production

*1.	Roghie Hassanloo	367,548		70.3	Roghie Hassanloo	Josh Chalom
*2.	Lily Tchen	242,794		81.2	David Iriye	Cohen-Cohen
*3.	Kevin Ishikane	241,871		81.0	Daven Hermosura	Altig-Orlovic
*4.	Steven Stensrud	224,022		79.5	John McGrath	Altig-Orlovic
*5.	Max Quasem	221,697		87.4		Cohen-Cohen
*6.	Freida Yakubov	217,684		81.5	Scott Hannah	Tom Williams
*7.	Timothy Cruise	197,488		77.0		Altig-Orlovic
*8.	Helen Taylor	187,001		85.7	Bobby Gujral	Altig-Orlovic
*9.	Ernesto Magat	181,615	88		Ben Halali	Jatoft-Foti
*10.	Bianca Zaragoza	179,358		72.7		Steve Hartman
11.	Elvis O'Banor	166,470		85.6	Laura Fisher	Eric Giglione
12.	Kevin Appasamy	165,731		73.8		Altig-Orlovic
13.	Karen Sessing	165,511		82.2	Mitch Duplantis	Marc Rosen
14.	Catherine Minor	149,549		68.6	Christopher Clark	Altig-Orlovic
15.	Tehani Maragos	149,290	87		John Collins	Altig-Orlovic
16.	Andrew Haskins	148,169		69.9	Christopher LaFond	Altig-Orlovic
17.	Jamison Weatherspoon	147,628		89.1	Nicholas Zangardi	Surace-Smith
18.	Brock Lampee	146,024		83.8	Tiffany Roland	Altig-Orlovic
19.	Amir Sedaghat	145,959		86.6	Amir Sedaghat	Altig-Orlovic
20.	Ross Ewen	143,148		77.3		Scott Rehberg

ALL TIME RECORD: Roghie Hassanloo \$367,548 1st Six Mo Agt

### IceBreakers

December

1.	Bruce Viaje	18,064	100		Bobby Gujral	Altig-Orlovic
2.	John Passi	16,017	100		Stephen Hill	Steve Friedlander
3.	Lotofoa Taala	15,291	100		Stephen Hill	Steve Friedlander

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 10 Individual Producers list for the month, as well as the next Top 3 in this category.

# Supervising Agents



**1. Jamison Weatherspoon**  
Cleveland, OH



**2. Shawn James**  
Cleveland, OH



**3. Francisco Zarathustra**  
Los Angeles, CA

December Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Jamison Weatherspoon	\$39,560	\$45,559		79.0	Nicholas Zangardi	Surace-Smith
2.	Shawn James	37,871	38,433	88		Patrick Bendure	Surace-Smith
3.	Francisco Zarathustra	36,049	41,343		84.0	Yvonne Zarathustra	Cohen-Cohen
4.	Robert Biser	32,870	35,006	85		Patrick Bendure	Surace-Smith
5.	Michael Romeo	26,616	31,288		70.6	Dorian Oldham	Oldham-Bianchi

ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt

ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP

YTD Production

*1.	Francisco Zarathustra	194,899	209,639		84.0	Yvonne Zarathustra	Cohen-Cohen
2.	Jamison Weatherspoon	180,354	319,786		79.0	Nicholas Zangardi	Surace-Smith
3.	Justin Wilson	157,234	254,880		78.7	Patrick Bendure	Surace-Smith
4.	Michael Black	138,171	276,083		73.9	Brett Gryska	Oldham-Bianchi
5.	Timothy Watson	129,567	185,791		72.8	Ryan Vopat	Surace-Smith

ALL TIME RECORD: LORENZO LAMEKO \$289,373 1st Six Mo Agt

ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP

# General Agents



**1. Sita Pereira**  
Auckland, NZ



**2. Daniel Walton**  
Columbus, OH

December Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Sita Pereira	\$122,577	\$141,849		83.8	Stephen Hill	Steve Friedlander
2.	Daniel Walton	99,214	125,558		72.7	Patrick Bendure	Surace-Smith
3.	Sarai Castanon	92,293	163,055		77.8	Ben Halali	Jatoft-Foti
4.	Stephen Jubrey	69,880	82,631		70.9	Brett Gryska	Oldham-Bianchi
5.	Jay Newsome	54,667	59,340	93			Tim McAdams
6.	Mark Ziemianski	53,584	54,875	90		Earnest Powers	Simon Arias
7.	James Cunningham	50,754	65,938		76.9	Nicholas Zangardi	Surace-Smith
8.	Danielle Jankowski	44,792	58,363		75.9	Michael LiBassi	Surace-Smith
9.	Thomas Vena	40,055	40,663	87		Earnest Powers	Simon Arias
10.	Raymond Risucci	37,832	48,740		76.0	Dorian Oldham	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$195,544 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$208,278 Net ALP

YTD Production

*1.	Sarai Castanon	648,840	743,747		77.8	Ben Halali	Jatoft-Foti
*2.	Daniel Walton	558,170	755,835		72.7	Patrick Bendure	Surace-Smith
*3.	Evan Holzauer	422,027	515,693		72.0	Laura Fisher	Eric Giglione
*4.	James Cunningham	351,358	520,669		76.9	Nicholas Zangardi	Surace-Smith
*5.	Stephen Jubrey	332,541	426,895		70.9	Brett Gryska	Oldham-Bianchi
6.	Levar Morgan	313,745	452,640		68.7	Francisco Perez	Theodore Pappas
7.	Danielle Jankowski	311,033	472,073		75.9	Michael LiBassi	Surace-Smith
8.	Sita Pereira	308,859	392,282		83.8	Stephen Hill	Steve Friedlander
9.	Alex Grakhov	298,004	401,352		73.9	Nicholas Zangardi	Surace-Smith
10.	Antonio Monica	281,846	435,887		69.5	David Hausman	Eric Giglione

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP



# Master General Agents



**1. Stephen Hill**  
Auckland, NZ



**2. Brett Gryska**  
Rochester, NY



**3. Patrick Bendure**  
Columbus, OH



**4. Jeffery Thiel**  
Pittsburgh, PA



**5. Earnest Powers**  
Pittsburgh, PA

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Stephen Hill	\$132,211	\$153,177	99		Steve Friedlander
2.	Brett Gryska	121,751	174,257		76.0	Oldham-Bianchi
3.	Patrick Bendure	113,570	180,212		72.3	Surace-Smith
4.	Jeffery Thiel	106,941	111,895		68.8	Simon Arias
5.	Earnest Powers	92,457	91,579		73.1	Simon Arias
6.	Ben Halali	91,933	200,674		77.7	Jatoft-Foti
7.	Lorenzo Lameko	89,065	152,549	97		Steve Friedlander
8.	Nicholas Zangardi	63,613	93,866		70.1	Surace-Smith
9.	Cheryl Foti	53,380	104,670		68.7	Jatoft-Foti
10.	Bobby Gujral	50,206	113,068		85.8	Altig-Orlovic

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt  
ALL TIME RECORD: JEFF RIBMAN \$364,483 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Harjeet Rana	801,729	1,189,650		68.5	Imran Satti
*2.	Brett Gryska	773,916	1,378,687		76.0	Oldham-Bianchi
*3.	Patrick Bendure	717,384	1,053,386		72.3	Surace-Smith
*4.	Ben Halali	689,623	926,588		77.7	Jatoft-Foti
*5.	Jeffery Thiel	656,741	719,093		68.8	Simon Arias
6.	Earnest Powers	618,295	667,738		73.1	Simon Arias
7.	Laura Fisher	574,600	935,296		70.5	Eric Giglione
8.	Cheryl Foti	544,688	1,256,173		68.7	Jatoft-Foti
9.	Michael LiBassi	444,232	755,144		69.9	Surace-Smith
10.	Philip Prata	433,659	831,923		69.4	Theodore Pappas

ALL TIME RECORD: JEFF RIBMAN \$1,802,351 1st Six Mo Agt  
ALL TIME RECORD: PAUL RUMBUC \$2,168,283 Net ALP

# Regional General Agents



**1. Taina Lameko**  
Auckland, NZ



**2. Patrick Bendure**  
Columbus, OH



**3. Michael Vasu**  
Cleveland, OH

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$242,648	\$327,098	98		Steve Friedlander
2.	Patrick Bendure	166,054	264,551		68.8	Surace-Smith
3.	Michael Vasu	143,900	261,802		73.8	Surace-Smith
4.	Mitch Duplantis	139,602	171,881		70.2	Marc Rosen
5.	Jeffery Thiel	127,635	148,672		68.8	Simon Arias

ALL TIME RECORD: JIM BIANCHI \$250,884 1st Six Mo Agt  
ALL TIME RECORD: JIM BIANCHI \$470,822 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Mitch Duplantis	1,479,078	2,100,020		70.2	Marc Rosen
*2.	Harjeet Rana	1,324,479	2,043,455		72.0	Imran Satti
3.	David Hausman	1,297,678	2,296,265		71.8	Eric Giglione
4.	Francisco Perez	1,180,075	2,007,666		71.4	Theodore Pappas
5.	Patrick Bendure	1,164,960	1,883,800		68.8	Surace-Smith

ALL TIME RECORD: JIM BIANCHI \$1,989,902 1st Six Mo Agt  
ALL TIME RECORD: JIM BIANCHI \$4,570,094 Net ALP

# Public Relations



**Malka Arony**  
PR MANAGER  
Phoenix, AZ



**Susan Gilbert**  
CATEGORY A  
Chicago, IL



**George Farenthold**  
CATEGORY A  
Rochester, NY



**Al Wall**  
CATEGORY B  
Toronto, ON



**Robin Andrade**  
CATEGORY B  
Malden, MA



**John Wagner**  
CATEGORY C  
Dayton, OH



**Cheryl Cook**  
CATEGORY C  
Pittsburgh, PA

Category	Rank	Name	Production	SGA or Director
Mgr	1.	Malka Arony	8,745 Cards	Hartman • Los Angeles/Rachelle Valdez
	2.	Susan Fuldauer	8,586 Cards	IN/Tim Farr
	3.	Brenda Stipanovich	7,137 Cards	PA/Tim Farr
A	1.	Susan Gilbert	5,475 Cards	Chicago/Laurie Onasch
	2.	George Farenthold	4,406 Cards	Oldham-Bianchi
	3.	Shannon Walker	4,190 Cards	WA/Jacqueline deVooght
	4.	Brenda Di Somma	3,865 Cards	NJ/Susan Kelleher
	5.	Malka Arony	3,230 Cards	Hartman • Los Angeles/Rachelle Valdez
B	1.	Al Wall	6,780 Cards	Josh Chalom
	2.	Robin Andrade	4,998 Cards	MA/Susan Kelleher
	3.	Gabriela Berloni	4,895 Cards	Josh Chalom
	4.	Erica Dalager	4,012 Cards	MN/Jacqueline deVooght
	5.	Jason Beckman	2,217 Cards	KY/Tim Farr

ALL TIME RECORD: 18,960 Cards

Category	Rank	Name	Production	SGA or Director
C	1.	John Wagner	20 Groups	Southern Ohio/Tim Farr
	2.	Cheryl Cook	17 Groups	PA/Tim Farr
	3.	Kenneth Altizer	14 Groups	WV/Tim Farr
	4.	Krissa Hensley	10 Groups	Surace-Smith
	5.	Jerry Hartnett	9 Groups	Surace-Smith

ALL TIME RECORD: VIVIAN DWYER 55 Groups

Category	Rank	Name	Production	SGA or Director
Mgr	*1.	Malka Arony	77,390 Cards	Hartman • Los Angeles/Rachelle Valdez
	*2.	Susan Fuldauer	73,468 Cards	IN/Tim Farr
	3.	Chuck Hill	69,133 Cards	Jatoft-Foti
A	*1.	Brenda Di Somma	27,780 Cards	NJ/Susan Kelleher
	*2.	Rona Pileggi Spano	27,475 Cards	Chicago/Laurie Onasch
	3.	Chuck Hill	26,461 Cards	Jatoft-Foti
	4.	Malka Arony	26,454 Cards	Hartman • Los Angeles/Rachelle Valdez
	5.	Mark Gagliardi	24,014 Cards	Jatoft-Foti
B	*1.	Al Wall	39,819 Cards	Josh Chalom
	*2.	Robin Andrade	37,001 Cards	MA/Susan Kelleher
	3.	Darrell Dorey	21,193 Cards	Imran Satti
	4.	Vivian Dwyer	20,806 Cards	VA/Laurie Onasch
	5.	Michelle Baxter	17,746 Cards	IN/Tim Farr

ALL TIME RECORD: DENISE BOWYER 61,879 Cards

Category	Rank	Name	Production	SGA or Director
C	*1.	Kenneth Altizer	135 Groups	WV/Tim Farr
	*2.	Donald Spohn	84 Groups	Surace-Smith
3.	Cheryl Cook	81 Groups	PA/Tim Farr	
4.	John Wagner	71 Groups	Southern Ohio/Tim Farr	
5.	Richard Case	71 Groups	Surace-Smith	

ALL TIME RECORD: KENNETH ALTIZER 136 Groups

## PR Director of the Quarter



**Tim Farr**

Tim increased his overall leads in the areas he currently directs by 32% last quarter. Tim's belief that his "talents are best used in the field working directly with the PR Representatives" has proven to be true. His leadership skills combined with his easy going personality makes him easy to work with. Congratulations on a great quarter!

A note to the tribal members from Debbie Ensted: Centralization has changed the culture for Public Relations. Spotlight recognition and categories are being improved to reflect our new culture. Watch for the announcement next month in Spotlight. Watch us Explode!

Public Relations Manager selection guidelines for recognition in the Spotlight are as follows:  
Must have two PR Representatives coded and meet all production requirements.  
Category A = SGA categories I and II.  
Category B = SGA categories III, IV, V, VI, VII, and VIII.  
Category C = Top number of group credits signed from all SGA categories.  
Also, please note, the number of leads will be used to break a tie in Category C.



# State General Agents

◆ New SGAs with pro-rated objectives are not eligible to compete for Year To Date Awards. SGAs must be at full objective for the last 6 months of the year.



**Jim Surace**  
CATEGORY I



**Marcus Smith**  
CATEGORY I



**David Cohen**  
CATEGORY II



**Micah Cohen**  
CATEGORY II



**Sabrina Lloyd**  
CATEGORY III



**Rick Altig**  
CATEGORY IV



**Ilija Orlovic**  
CATEGORY IV



**Chad Deley**  
CATEGORY IV



**Scott Keeney**  
CATEGORY VI



**Simon Arias**  
CATEGORY VII



**James Logan**  
CATEGORY VIII



**Randy Teyssier**  
CATEGORY IX

1st Six Month Agent						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
December Production	I <b>Surace-Smith</b>	69.9	69.9	\$375,883	\$221,000	170
	Jatoft-Foti	71.9	71.9	232,318	210,000	111
	II <b>Cohen-Cohen</b>	77.6	77.6	159,355	143,000	111
	III <b>Sabrina Lloyd</b>	85	85	71,834	19,100	376
	Marc Rosen	70.0	70.0	196,828	94,000	209
	Imran Satti	72.3	72.3	93,145	89,000	105
	IV <b>Alt-Orl-Deley</b>	69.4	69.4	91,010	87,000	105
	VI <b>Scott Keeney</b>	71.3	71.3	69,219	62,000	112
	VII <b>Simon Arias</b>	70.8	70.8	242,850	39,000	623
VIII <b>James Logan</b>	66.4	66.4	39,805	32,500	122	
IX <b>Randy Teyssier</b>	81	81	29,247	16,250	180	

YTD Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	<b>Surace-Smith</b>	69.9	69.9	3,849,786	2,652,000	145
III	<b>Sabrina Lloyd</b> ◆	85	85	212,928	85,950	248
	Marc Rosen	70.0	70.0	1,635,986	1,128,000	145
	Imran Satti	72.3	72.3	1,331,328	1,068,000	125
VII	<b>Simon Arias</b>	70.8	70.8	1,502,995	360,500	417
	Tim McAdams	69.7	69.7	576,387	407,000	142



**Jim Surace**  
CATEGORY I



**Marcus Smith**  
CATEGORY I



**Joe Manone**  
CATEGORY II



**Sabrina Lloyd**  
CATEGORY III



**Rick Altig**  
CATEGORY IV



**Ilija Orlovic**  
CATEGORY IV



**Chad Deley**  
CATEGORY IV



**Allan Jennings**  
CATEGORY V



**Simon Arias**  
CATEGORY VII



**Randy Teyssier**  
CATEGORY IX

Net ALP						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
December Production	I <b>Surace-Smith</b>	69.9	69.9	\$690,395	\$433,000	159
	Jatoft-Foti	71.9	71.9	554,881	412,000	135
	Altig-Orlovic	72.7	72.7	1,801,231	1,517,000	119
	II <b>Joe Manone</b>	76.6	76.6	219,880	195,000	113
	Cohen-Cohen	77.6	77.6	296,954	282,000	105
	III <b>Sabrina Lloyd</b>	85	85	91,864	34,500	266
	Marc Rosen	70.0	70.0	269,807	182,000	148
	Imran Satti	72.3	72.3	199,249	173,000	115
	IV <b>Alt-Orl-Deley</b>	69.4	69.4	272,593	165,000	165
Josh Chalom	70.9	70.9	240,295	165,000	146	
V <b>Allan Jennings</b>	72.9	72.9	134,581	134,000	100	
VII <b>Simon Arias</b>	70.8	70.8	274,387	78,000	352	
Tim McAdams	69.7	69.7	114,202	69,000	166	
IX <b>Randy Teyssier</b>	81	81	34,421	32,500	106	

YTD Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	<b>Surace-Smith</b>	69.9	69.9	7,058,560	5,196,000	136
	Altig-Orlovic	72.7	72.7	18,817,950	18,204,000	103
II	<b>Cohen-Cohen</b>	77.6	77.6	3,687,225	3,384,000	109
III	<b>Sabrina Lloyd</b> ◆	85	85	356,503	155,250	230
	Marc Rosen	70.0	70.0	2,308,689	2,184,000	106
	Imran Satti	72.3	72.3	2,174,200	2,076,000	105
IV	<b>Josh Chalom</b>	70.9	70.9	2,473,851	1,980,000	125
	Alt-Orl-Deley	69.4	69.4	2,425,919	1,980,000	123
VI	<b>Mark Hancock</b>	68.3	68.3	1,473,448	1,356,000	109
VII	<b>Simon Arias</b>	70.8	70.8	1,662,051	716,000	232
IX	<b>Randy Teyssier</b> ◆	81	81	176,723	146,250	121

## Top Rookie



**Simon Arias**

**December 2008  
1st Six Month Agent**

**Category VII**

RTN 70.8  
1st Six Mo Agt \$242,850  
1st Six Mo Obj \$39,000  
% of Obj 623

The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of 1st Six Mo Agt Objective for the featured month.

## Top Rookie



**Simon Arias**

**December 2008  
Net ALP**

**Category VII**

RTN 70.8  
1st Six Mo Agt \$274,387  
1st Six Mo Obj \$78,000  
% of Obj 352

The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of Net ALP Objective for the featured month.



# Monetary Donations

Contributions listed are from August through December.

Submit your contributions monthly via email to [kramsey@ailife.com](mailto:kramsey@ailife.com)

AI Wall presenting a check for \$2,500 to Dave Ritchie, International Vice President of IAMAW Canada, for Guide Dogs of America. The contribution was made on behalf of AI Wall and the Josh Chalom Agency.



# Perspective



## Scott Smith

*Executive Vice President  
& Chief Marketing Officer*

## Public Relations and Sales: A Winning Team

I'm watching the Baltimore at Tennessee NFL playoff pre-game show as I write this. And while I'm waiting in anticipation for the game to begin, I still can't take my mind off the opportunity that the Centralization of Public Relations gives all of us. It really is a major stepping stone to AIL/NILICO becoming the premier in-home life insurance company servicing the working class of the United States, Canada and New Zealand.

The bottom line: Teamwork of the Sales Force and the Public Relations Representatives and Management is crucial to everyone's success.

Kickoff.

In football, you have two distinct components of a team - the offense and the defense. While they may not act in unison, they are on the same team. It's very similar with sales and lead generators. While everyone doesn't perform the exact same task, everyone is on the same team. In football, everyone has a role, and if a team member is not successful in his or her role, then the team suffers. The same goes with AIL/NILICO. If Public Relations doesn't generate leads, then the company's sales suffer. And if Sales doesn't both execute the sale and protect the relationship we have with the prospect's union or organization, then Public Relations will suffer when renewal time comes up for the union or organization. Teammates.

The Tennessee Titans just scored.

If you worked for the company during the time your leads were produced by your agency's Public Relations Representatives, then you not only know what I'm talking about, you also may feel a slight disconnect after Centralization in your territory occurs. On the other hand, if you're new to the company, then maybe you don't understand what Public Relations really is all about, or you probably don't have quite the level of respect deserved for the effort your teammates put forth to get leads in your hands.

I'm not sure what's most difficult between prospecting for a group, establishing confidence and securing a mailing, or getting a renewal. I do know that securing a renewal mailing becomes very difficult when a member complains about how he or she has been treated. About 99% of complaints center around one of three allegations.

1. When setting an appointment, there was a misinterpretation that the agent said he or she was a member of the union or organization.
2. The agent was pushy.
3. The appointment was skipped.

Here is the problem. In the bulk of cases, none of the three clearly outright occur.

The Baltimore Ravens just evened the score.

When lodging a complaint, it is too convenient to allege the agent maintained he or she was a member, and an agent being pushy is subject to interpretation that really is difficult to substantiate. A skipped appointment is usually the most valid especially when you stop and ask, "Why would someone take the time to call and complain if it were not actually skipped?" Validity is added when it is so easy for an agent to call the prospect and explain in advance why the appointment cannot be kept. Or in the event no one is home, the agent can leave a door hanger and make an immediate follow-up call to reschedule.

Halftime.

An agent's income is substantially enhanced with good quality leads and lead flow. The agent needs to ensure the success of the Public Relations Team by keeping group relations positive. On the other hand, without the revenue a great Sales Force generates, there is no company and thus no need for the Public Relations Representatives.

The offense needs to score points. The defense needs to be inflexible. To win, the offense must have successful defensive teammates and the defense must have successful offensive teammates - two components of one team working together for victory.

The football game I'm watching isn't quite over, but no doubt by the time you read this it will be. Therein lies the difference. Your game never ends. You are teammates for life. Support and motivate each other. Be respectful of the contribution you are expected to make. Have respect for each other and work together. Communicate, encourage, and be thankful.

It's a great game. Let's win.

- ### American Income & National Income
- \$67,500 to **The American Friends of the Yitzhak Rabin Center**
    - \$50,000 to **American Rights at Work**
  - \$25,000 to **Southwest Voter Registration Education Project**
  - \$25,000 to **America's Agenda Health Care Education Fund**
    - \$10,000 to **National Labor College**
    - \$5,000 to **Guide Dogs of America**
    - \$5,000 to **Labor Education & Research Project**
  - \$5,000 to **Elderly Housing Development and Operations Corporation Leadership Conference**
  - \$5,000 to **Campaign for Migrant Worker Justice**
  - \$5,000 to **PSLA/IAM 751** for Washington State machinists on strike
    - \$5,000 to **Debs-Jones-Douglass Institute**
    - \$5,000 to **Georgia AFL-CIO**
  - Total AIL/NILICO Contributions in 2008: **\$611,700**

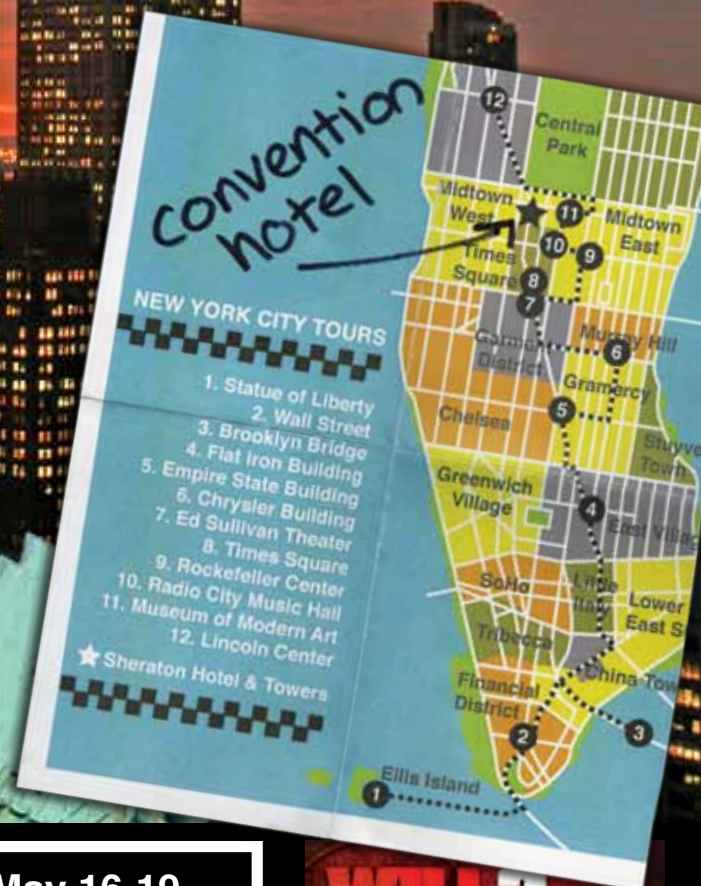
- ### Top Contributions of Centralized PR
- \$2,500 to **IBT 135** scholarship fund (HO IN)
  - \$1,500 to **IBT JC 28** strike fund (HO WA)
  - \$1,500 to **SEIU 1877** as a sponsorship (HO LA/OC)
  - \$1,500 to the **UNAC - UHCP** raffle (HO LA/OC)
  - \$1,226 to **Teamsters 37 Federal CU** (HO OR)
  - \$1,011 to **Manitoba Nurses Union** scholarship fund (HO Manitoba)
  - \$1,000 to **AFL-CIO of Minnesota** (HO MN)
  - \$1,000 to **Teamsters 848** as a Golf Tournament Silver Sponsor (HO LA/OC)
    - \$1,000 to **IBT 63** for Troop Care Packages (HO LA/OC)
    - \$1,000 to **IUE CWA Region 8** scholarship fund (HO IN)
  - \$900 to **The Truth From American Workers - Hansen Tribute** (HO IN)
  - \$688 **Chicago/Cook Building Trades** for golf outing raffle (HO Chicago)
    - \$600 to **UFCW 1995** for Annual Leukemia Golf Fundraiser (HO TN)
  - \$500 to **Montgomery County Chapter of Credit Unions** scholarship fund (HO PA)
  - \$500 to **Washington State Council of Firefighters** for annual fundraiser (HO WA)
    - \$500 to **AFSCME District 1199J** for Holiday Around the World (HO NJ)
    - \$500 to **AFL-CIO** for its Christmas Fund (HO Philadelphia)
  - \$500 to **Dept. of Indiana AMVETS** for Indiana Veterans Home Fund (HO IN)
    - \$500 to the **CWA 3201** Convention (HO GA)
    - \$500 to **Big Sky Labor Council** (HO MT)
  - \$500 to **Southwestern Montana Central Labor Council** (HO MT)
    - \$500 to **Ontario Building Trades** as a sponsorship (HO ON)
    - \$500 to the **Horgan Fleming Golf Tournament Classic** (HO BC)

- ### Top Contributions of Jatoft-Foti Agency
- \$5,000 golf sponsorship for **Loveall Foundation for Children**
    - \$2,500 to **Sacramento Central Labor Dinner**
    - \$1,000 to **CWA 9423 Education Fund**
    - \$750 to **"Fore" Community Impact** for a golf tournament
  - \$500 to **Alameda Building Trades Council** for a political dinner
    - \$500 to **Teamsters CA State Cannery Council Conference**
  - \$500 **Leukemia Lymphoma Scholarship Fund** Golf Tournament
  - Total Contributions from August through December: **\$18,617.52**



We are embarking on an exciting New York City adventure.  
First Stop... the Statue of Liberty!

Lady Liberty's crown was designed to resemble the crown worn by the Roman Sun-god Apollo. The seven spiked rays represent the seven seas and continents.



**2010 Convention: May 16-19**

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[www.aillife.com/agency/spotlight/maingtl.htm](http://www.aillife.com/agency/spotlight/maingtl.htm)





# Leadership Bonus

## Total: \$677,369.55

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$25,987.20	David Iriye	\$3,359.35	Matthew Melhorn	\$1,744.97	Walter Powell	\$1,093.69
Bobby Gujral	18,462.04	Jay Newsome	3,286.10	Zeve Katz	1,743.52	LaTonya Tucker	1,075.56
Patrick Bendure	17,193.00	Steven Engrav	3,177.17	James Hill	1,742.88	Anthony Mutter	1,073.21
Samuel Cohen	15,424.97	Delaunda Milner	3,102.94	Derek Wiens	1,738.26	Michael Weeder	1,069.78
Jeffery Thiel	14,884.75	Christian Chenier	3,040.27	Richard Sprigg	1,677.21	Ryan Hall	1,063.40
Lorenzo Lameko	12,436.54	Eric Cochran	3,035.56	Louis Fani	1,644.72	Levar Morgan	1,062.19
Sarai Castanon	12,023.56	Tracy Haden	3,029.51	Billy Wilder	1,641.91	George Lahamedjian	1,059.89
Cheryl Foti	11,244.40	Pamela Ladd	3,003.40	Ryan Vopat	1,637.56	Brian Sundberg	1,043.69
Wayne Fader	10,352.98	Corey Carbon	2,929.21	Jason LaFayette	1,622.33	Mathew MacCannell	1,038.33
Brett Gryska	9,062.17	Mark Bleier	2,924.15	Stefanos LeBrasseur	1,597.69	Marcus Oliver	1,026.33
Nicholas Zangardi	9,024.72	John Sparby	2,816.40	Michael Laramie	1,560.61	Kurt Papenhausen	1,021.06
Harjeet Rana	8,565.00	Alex Gonzales	2,815.44	Thomas Vena	1,538.66	Raphael Bouchereau	1,019.96
Tiffany Roland	7,801.50	Robert Shafer	2,785.64	Ryan LeBaron	1,522.34	Alan Silverman	1,003.34
Byron Paz	7,613.66	Matt Phueger	2,710.41	Michael Antognoli	1,519.44	Toafa Teo	999.74
Stephen Hill	7,514.76	Thomas Reagan	2,653.83	Daniel Walton	1,491.08	Gevorg Yanukyan	998.22
David Hausman	7,473.80	Maurice Jordan	2,645.94	Andrew Brinkmeyer	1,489.31	Matthew Parker	985.44
Mitch Duplantis	7,290.27	Natalie Lloyd	2,568.84	Moswen Taylor	1,462.20	Michael Romeo	980.94
Robert Kanaan	6,507.89	Troy Plummer	2,554.93	Ashlynn Orng	1,431.65	Rishaun English	971.84
Doreen Ryan-Foti	6,450.26	Marino Baca	2,510.39	William Ray	1,381.56	Brandon Braun	963.61
Michael LiBassi	6,272.78	David Guzman	2,430.37	Adam Kiss	1,378.81	Robert Vincent	957.63
David Romfoe	6,197.75	Jamison Weatherspoon	2,427.68	Cynthia Sittig	1,349.08	Julianna Jones	955.27
Michael Sheets	5,997.55	Lee Jeffers	2,424.69	Daniel Phares	1,335.40	Maria Greene	949.53
Matt Flores	5,886.58	John Szoka	2,345.81	Brandon Zangaro	1,332.78	Seth Raymond	940.70
Ronald Rivera	5,710.15	Dawn McElwain	2,268.34	Brian Wolchok	1,312.76	David Ackerman	918.56
Mark Beckford	5,588.66	David Melcher	2,254.00	Brenda Anderson	1,310.18	Matthew Lukesh	916.98
Jermaine Gunter	5,585.30	Kyriacos Davis	2,180.89	Magda Figuciredo	1,301.51	Amir Sedaghat	912.29
David Wang	5,569.81	Patricia Lee	2,159.07	Antoinette Yellock	1,287.12	James Cunningham	910.03
Marcus Howard	5,556.20	Andrew Stinnett	2,138.48	Athar Sheikh	1,271.58	Randolph Souliers	892.90
Desi Dimitrova	5,387.55	Lawrence Hauck	2,123.01	Justin Wilson	1,268.55	Bruce Crowell	891.74
Richard Correa	5,333.51	Robert Hamilton	2,098.66	Timothy Watson	1,263.90	Majesta Davis	885.11
Joseph Moore	5,297.13	Jason Taylor	2,096.71	Mathew Mealey	1,254.73	Ricardo Garavito	873.07
Alvin Hagens	5,295.99	James Ching	2,091.19	Brendan Boyle	1,250.34	Shaun McDonald	870.01
Alberto Alcalá	5,172.75	Michael Vasu	2,069.69	Danielle Jankowski	1,236.10	Dennis Titcombe	865.87
Robert Gerdes	5,140.00	Paulo Rosa	2,065.60	Clifford Mekelburg	1,235.41	Timothy Dawe	852.32
Rodney Ward	5,132.21	Nicholas Lorence	2,018.57	Samuel LaSala	1,212.42	Hsiaohsuan Li	849.70
Philip Prata	5,063.72	Francisco Perez	2,004.23	Thomas Stewart	1,198.74	Mike Argersinger	847.15
Christopher Williams	5,002.63	Natalie Linker	1,995.50	John Charlton	1,185.43	Shiwa Hollingsworth	835.52
Dorian Oldham	4,680.89	Francisco Zarathustra	1,982.03	Antonio Monica	1,179.10	Edward Rangel	818.62
Laura Fisher	4,674.25	Shawn James	1,954.32	Joshua Lageman	1,166.22	Kenneth Greer	816.53
Bradley Weigand	4,517.60	Scott Hanna	1,952.32	Garret Kun	1,165.37	Timothy Clark	809.71
Craig Beck	4,503.04	Robert Liles	1,947.12	Arthur Greene	1,164.90	James May	805.01
Patrick Stenglein	4,077.57	David Farraway	1,888.12	Daniel Orr	1,163.85	Taneshia Solomon	803.23
Yvonne Zarathustra	3,841.31	Alan Weissen	1,873.66	Albert Lau	1,161.68	Seth Randolph	790.52
Earnest Powers	3,837.10	Michael van Delft	1,842.04	James Allen	1,151.10	Caleb Douce	781.07
Timothy Matteson	3,834.39	Thomas Craig	1,839.14	Sharon Brenner	1,140.05	Lee van Delft	774.48
Volodymyr Derevyanyy	3,718.58	Blake Higuchi	1,807.78	Arlene Grosso	1,139.11	Lura Diaz	765.07
Roger Fung	3,662.72	Donny Bowen	1,807.11	Samantha Chui	1,132.65	Beth Snow	762.85
Steven King	3,513.63	Robert Biser	1,797.60	John Hollins	1,126.03	Luay Ghawi	758.97
Sita Pereira	3,470.83	Stephen Jubrey	1,745.93	Kathryn Chaisson	1,096.52	Darron Hacker	757.31



# Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Raymond Risucci	\$752.77	Duane Robertson	\$482.85	Justin Nevitt	\$290.27
Travis Norman	746.66	Sara Welch	474.69	Salima Abdin	285.11
Frederick Greene	731.95	Crystal Mestres	474.56	John Nesbitt	283.53
Frank Jendusa	717.08	Thomas Baeurich	465.03	Aaron Burke	279.37
Mildred Rush	714.61	Maryna Danielian	462.88	Christa Barfield	275.14
Christopher Stephens	711.94	Sharnitha King	451.04	Gregory Engrav	269.71
Christopher Keller	710.23	Travis Eick	449.84	Mina Afu	260.05
Norbert Medina	702.67	Benjamin Foti	446.00	Amanda Deal	258.48
Gail Arundale	697.25	Karen Stockwell	445.42	DeMario Cooper	256.78
Joseph Flynn	695.88	Cynthia Romero	438.62	Paul Samra	253.11
John Olson	690.21	Tina Grzeca	431.99	Cesar McClain	251.71
Jera Culbert	688.94	Richard Blake	428.70	Robert Drake	251.47
Melissa Friedman	686.07	Tim Schroeder	413.42	Sheku Sheriff	250.97
Darren Miller	683.22	Salvatore Gallo	411.10	John Franklin	250.82
Ryan Bisanz	668.05	Travis Brock	407.60	Catherine Cusyck	245.66
Clifton Horton	664.08	Perry Taylor	400.61	Grant Sharp	243.57
Haoyu Xu	660.00	Brett McCoy	397.23	Calvin Moore	239.44
David Goodman	656.55	Henry Getty	393.60	Erik Graham	229.04
Joanne Marks	652.33	James Palmes	392.75	Anne Powihongi	228.95
Wes Elder	645.47	Tod Brown	389.14	Mercedes Ayala	226.06
Jackie Alston	643.64	Josh Sablan	384.18	Corrie Williams	222.46
Eric LaBossiere	641.27	Ariana Schubert	383.56	Nicholas Engrav	218.99
Michael Pellicciotta	632.66	Gora Choudhury	382.66	Kimberly Riley	217.39
Silvia Ortiz	621.49	Jarred Sykes	378.55	Jewmekia Morton	211.92
Taina Lameko	619.21	Benton Tong	374.80	Jesse Zwack	207.05
Marsela Kresic	618.58	Dewey Lewis	364.64	Hyungjun Kae	204.56
Atta Saleh	612.65	Kelvin McDiarmid	360.31	Rachel Arenas	203.67
Evan Holzhauer	612.06	Ernesto Rosales	359.89	Susan Cooksey	203.10
Loralee Vasquez	612.04	Daryl Skinner	358.00	Milton Garlick	202.59
Stacie Jones	605.81	James Reilly	351.11	Damien Cameron	202.02
Jesse Reeder	604.85	Kasali Kotun	347.91	Cody Novak	200.19
Richard Barbour	603.84	Keith Green	344.55		
Andrew Bishop	592.03	Steve Surace	342.58		
Crystal Reeves	585.13	Shaelagh Legus	338.55		
Brandon Teter	583.20	Allen Nelson	337.50		
Jason Schrimsher	577.13	David Walton	335.84		
Kurt Walters	573.08	Theresa Setefano	334.52		
David Aronovich	571.06	Bradley Kampmeier	330.26		
Marc Younger	565.79	Kyle Klipp	327.63		
David Mellies	564.56	Alexander Seropian	327.49		
Lynn Jones	563.59	Hovhannes Ter-Martirosian	326.60		
Brent Arbour	562.03	Kellen Cuttance	323.57		
Carlos Hernandez	555.46	Thomas Soloweyko	322.70		
Samuel Florent	530.02	Michael Black	319.60		
Roger Melton	528.63	Joshua Richmond	318.89		
Jayson Medema	522.86	Jason Bratin	317.30		
Sharron Wilson	518.93	Cacia Galiano	315.42		
Peggy Winston	516.12	James Hurlburt	315.03		
Jose Sanchez	511.55	Kevin Yakowich	310.08		
Christopher Benigni	509.76	Matthew Ho	308.46		
David Thomas	509.29	Tasha Tucker	306.01		
Alex Grakhov	507.88	John McGrath	298.02		
Christopher Rossman	498.86	Stefan Johannsson	296.06		
Reynaldo Singson	495.45	Moussa Adou	295.57		
Dmitriy Kagan	494.66	Devin Phillips	291.60		



# World's Greatest Bonus

## Total: \$1,155,747.18

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ernesto Magat	\$11,366.05	Andrew Reynard	\$2,499.25	Rob Speers	\$1,934.60	Maria Greene	\$1,616.70
Kelly McDonald	8,170.95	Diego Acosta	2,484.71	Manuel Gogolin	1,919.82	Matthew Phoenix	1,606.87
Helen Taylor	7,599.53	Jerry Marion	2,470.77	Raynard Dauphin	1,916.30	Mickenzie Linse	1,598.15
Troy Plummer	7,409.48	Vaaufiao Robertson	2,469.67	Donna Carson	1,914.15	Vera Leus	1,595.29
Amir Sedaghat	7,372.95	Ed Olfert	2,463.95	Benjamin VanFossen	1,914.12	Timothy Nolan	1,590.63
Daniel Hanson	6,231.69	Cassandra Gordon	2,440.54	Norbert Medina	1,908.94	Tyler Hobbs	1,587.27
Kevin Appasamy	6,142.63	Raymond Angeles	2,423.16	Robert Ulreich	1,908.72	Brian Lee	1,583.20
Brock Lampee	5,246.28	Brendon Banks	2,422.12	Eugenio Pavon	1,908.17	Lori Dacyk	1,582.58
Justin Adams	5,161.23	Dustin Klingebiel	2,414.07	Dino Buric	1,900.52	Andre Bishop	1,581.95
Kevin Ishikane	5,028.17	Holly Cook	2,410.48	Todd Engelson	1,898.15	Kevin Verbeck	1,577.74
Andrew Haskins	4,681.88	David Boshard	2,408.71	Corby Jespersion	1,885.09	Jason Lobring	1,564.39
Andrew Bishop	4,681.78	William Parmeter	2,400.42	Jaime Rozotto	1,884.20	Joseph Adams	1,556.99
Danielle Olsen	4,451.58	Joshua Lenix	2,390.41	Freida Yakubov	1,863.31	Vishwamitra Chetram	1,556.41
Lafi Papalii	4,424.61	Jose Lomeli	2,373.95	David Moir	1,862.30	Russell Follmer	1,555.47
Michal Majewski	4,317.75	Philip Anderson	2,373.26	Elvis O'Banor	1,861.88	Louis Fani	1,554.04
Shaelagh Legus	4,208.88	Bradley Cossin	2,356.97	Bobby Gujral	1,860.92	Joshua Olin	1,552.27
Max Quasem	3,986.96	Leone Tom-James	2,347.11	John Passi	1,848.26	Kenji Leonard	1,550.48
Bruce Viaje	3,916.06	Kevin Davis	2,320.39	Russell Taylor-Goldstein	1,846.53	Lleison Martinez	1,550.46
Jose Lopes	3,901.60	Adam Smith	2,301.74	Robert Simmen	1,831.40	Eric Carten	1,545.66
Bruce Crowell	3,893.01	Casey Kunash	2,291.55	Magda Figueiredo	1,825.41	Anthony Mutter	1,544.85
Richard Carter	3,864.83	Calvin Moore	2,291.29	Phillip Jenkins	1,823.73	Deaire Shannon	1,542.56
Roghie Hassanloo	3,813.59	Sebastian Kazek	2,290.91	Abolfazl Mohammadi	1,820.42	LaDawn Meador	1,536.19
Timothy Cruise	3,744.36	Bianca Zaragoza	2,290.24	Jesse Wise	1,819.86	Travis Vandeberghe	1,531.55
Russell Morris	3,714.99	Lee van Delft	2,289.83	Benjamin Eggen	1,818.50	Robert Lopez	1,529.84
Ronald Morgan	3,520.78	Mike Hudnall	2,278.82	Jason Crenshaw	1,813.01	Nicholas Bloom	1,516.45
Robert J. Dunn	3,400.81	Carlos Hernandez	2,269.00	Kevin Edwards	1,811.16	Jesse Reeder	1,515.16
Benton Tong	3,388.06	Vicki Tumia	2,263.93	Corey Neff	1,763.74	Nathan Leininger	1,512.80
Joey Kennedy	3,337.51	Jinzhou Zhao	2,240.81	Perry Taylor	1,761.24	Bradley Kampmeier	1,502.98
Brian Morse	3,286.13	Ryan Goodwin	2,235.63	Nicole Rayner	1,754.88	Marisa Willgruber	1,502.30
David Ramirez	3,136.80	Richard Woodly	2,212.27	Jefonda Neal	1,753.26	Joshua Richmond	1,498.90
Melissa Schroeder	3,043.77	Henry Getty	2,211.77	Samantha Jacobsen	1,750.84	Olivia Mahieu	1,496.85
Lily Tchen	3,013.63	Mary Ann Gaelic	2,183.89	Daniel Potilechio	1,749.83	Maijargal Sukhbaatar	1,496.53
Steven Edgell	2,985.07	Steven Sparkes	2,172.50	Scott Hanna	1,746.40	Kraig Jilge	1,495.12
Kristi Vang	2,922.80	Patrice Reid	2,147.64	Brenton Betts	1,735.94	Clifford Rene	1,488.27
Monique Roye	2,917.64	Donald Wold	2,135.28	Robert Reagan	1,724.53	Mildred Rush	1,487.06
Larry Adebesin	2,901.36	Jun Ma	2,132.06	Ryan Conley	1,710.18	Pauline Ruff	1,485.68
Maria Esposito	2,892.14	Anthony Christman	2,087.93	Mario Chavez	1,706.81	Gerald Walton	1,483.76
Theresa Setefano	2,843.84	Yadollah Pourjalali	2,076.27	Michael Antognoli	1,694.56	Alexander Maukonen	1,480.53
Kasimira Joyce	2,758.85	Matthew Court	2,027.26	Chantal Daigle	1,685.05	Mark Bleier	1,477.75
Tehani Maragos	2,748.43	Timothy Clark	2,011.31	Damien Cannaday	1,683.50	Joseph Uppleger	1,464.51
Joseph Kuzmanko	2,744.33	Herivelto Pereira	2,006.82	Gabriel Feldmann	1,680.82	Jarrod Turner	1,463.57
Karen Sessing	2,725.31	Mark Beckford	2,004.76	Larry Perciro	1,679.19	Tasha Tucker	1,446.03
Thanh Luong	2,715.66	James Aalders	1,995.12	Otari Batar	1,678.46	Mark Harhager	1,438.98
Sean Lacroix	2,711.09	Tia McCutcheon	1,991.63	Chena Blair	1,677.45	Christa Barfield	1,434.28
Patrick Taylor	2,707.79	Daniel Smith	1,989.58	Peter Patrie	1,677.18	Maryam Nemati	1,430.94
Amanda Beyersdorff	2,682.57	Brent Hiebert	1,985.24	Dorian Brown	1,673.48	Ericson Caneso	1,430.67
Joy Horcajo	2,631.78	Haoyu Xu	1,984.78	Carissa Steinburg	1,669.76	Michael Graham	1,429.81
Eric Brown	2,618.28	Wander Lima	1,980.31	Catherine Minor	1,662.48	Athar Sheikh	1,421.42
Delaunda Milner	2,587.26	Scott Remmey	1,976.37	Juan Cardona	1,659.84	Daniel Bergeson	1,421.26
Lazarus Echeta	2,585.26	Kevin Haines	1,965.64	Evan Wicklund	1,641.78	Andrea Yee	1,420.79
Ben Halali	2,557.09	Beau Springer	1,962.36	Aaron Stroud	1,629.57	Andrew Queen	1,413.91
Ryan Leong	2,530.54	Paul Teko	1,943.58	Theodore Fawcett	1,625.88	Steven Rotherforth	1,413.52
Jose Harb	2,518.85	Tracy Thomas-Shell	1,935.52	Kai Takekawa	1,623.89	Shawn Nowak	1,409.78



# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Dustin Dunlap	\$1,408.38	Douglas Connor	\$1,213.08	Alissa Dvorak-Halcom	\$1,070.07	Jorell Washington	\$937.97
Walter Powell	1,405.39	Gregory Myers	1,209.33	Clifton Horton	1,069.83	Mitchell Look	937.88
Nedelka McLean	1,404.94	Timothy Stott	1,209.28	Rufat Djangirov	1,068.94	Alfonso Garcia	936.01
Teresa Heupel	1,400.04	Daniel Hartwig	1,209.23	Michael Rivera	1,066.93	Shelly Russell	935.29
Alex Gonzales	1,398.63	Salima Abdin	1,207.83	Jennifer Holliday	1,060.02	Tupulaga Fuaivaa	934.76
George Angulo	1,391.85	Kevin D. Davis	1,207.75	Amie Young	1,058.12	Darryl Jones	933.93
Duane Robertson	1,389.88	Ashleigh Love	1,204.69	Joseph Geer	1,057.05	Pablo Garcia	932.44
Arthur Westergren	1,386.41	Amandeep Kaur	1,197.58	Caleb Douce	1,056.33	John Crane	930.45
Bradford Gallagher	1,384.00	Courtney Rogers	1,197.26	Zalika Sterling	1,055.94	Jeremy Conaway	930.23
Adam Eury	1,381.15	Ernesto Rosales	1,196.60	David Aronovich	1,055.71	Derek Sandilands	926.30
Deumka Langford	1,377.87	Mark Lindenmann	1,196.48	Victor Rodos	1,050.07	Jerry Williams	926.06
Joshua Stankovich	1,376.31	Kimberly Lewis	1,194.75	Andrew Cauley	1,049.69	Mara Solis	924.73
Estelle Butts	1,376.19	Jeremy Engrav	1,188.00	Dream Harris	1,046.83	Eugene Wolfe	923.86
Thomas VanOsdol	1,367.71	James Raymond	1,187.93	Beverly Diaz de Leon	1,045.02	Barbara Corigliano	920.15
Johnathon Ellington	1,363.72	Keith Litterst	1,183.01	Terris Terry	1,043.79	Stephanie Novel	918.13
Randolph Souliers	1,357.65	Luke Brungo	1,182.44	Jonathan Tucker	1,041.59	Seth Raymond	917.00
Kristin Garramone-Hager	1,356.76	Katsia Paul	1,178.54	Seth Holmberg	1,040.39	Virginia Dotson	916.52
Jason Anderson	1,351.31	Hank Gordon	1,176.02	Jose Tavera	1,035.20	William Dowe	914.46
Wendell Dingle	1,351.11	Laura Maurillo	1,174.11	David Peebles	1,034.35	Bradley Ellison	913.75
Linda Byas	1,349.94	Steve Siania	1,173.61	Lance Self	1,032.23	Rosalie Zwicker	913.67
Stephen Scheri	1,346.12	Yousuf Kassim	1,171.40	Earnest Loveless	1,029.56	Justin Speakman	909.45
Salvatore Giacchi	1,341.95	Lamine Diakhate	1,170.18	Walter Krywulych	1,026.50	Ronald Barren-Williams	908.65
Sebrena Cohen	1,341.36	Stephanie Burress	1,166.59	Phillip Bonavida	1,025.62	George Sturge	906.72
Jeremy Pannell	1,337.03	Alba Wandurraga	1,166.36	Daniel Rustad	1,021.91	Terry Kragero	905.65
Mala Manufalealili	1,336.70	Alex Hernandez	1,164.63	Nacra Pomare	1,020.55	Steven Stensrud	904.83
Brandon Orahoo	1,332.26	Muriel Fletcher	1,158.68	Olukushe Mason	1,019.83	Gregory Jackson	903.90
Preeti Sahgal	1,330.77	David Gombkoto	1,156.27	David Fortune	1,015.93	Melody Foy	903.01
Derrick Mason	1,329.90	Edison Chung	1,156.07	Shaun McDonald	1,015.38	Lotofoa Taala	902.33
Loralee Vasquez	1,329.03	Brian Alt	1,154.39	Natalie Soboleva	1,013.91	Cleathus Stubblefield	898.26
Evelyn Nkwenti	1,328.37	Maifea Fetu	1,150.68	Christopher Custer	1,005.89	Michael A. Padilla	895.74
Kyle Klipp	1,323.49	Moncef Boudhaimi	1,147.74	Benjamin Adams	1,003.77	Ted Schilling	895.23
Stephanie Cox	1,311.30	Andrew Rance	1,145.72	James Kelly	1,000.34	Edward Jordan	893.43
Livingston Reid	1,302.73	Alexei Condez	1,140.96	Garfield Grant	997.71	Larry Bolinske	893.41
Brent Leathers	1,301.02	Sarah Pearson	1,139.75	Tasha Torain	991.79	Amaninder Bharj	890.28
Martin McCarthy	1,296.11	Jewmekia Morton	1,134.70	John Charlton	991.70	Matthew Parker	888.34
Joshua Atwood	1,289.98	Karen McQuoid	1,133.23	Luke Driscoll	986.48	Gracie Eusebio	888.08
Kimberly Riley	1,287.23	William Lymbor	1,132.15	Shatema Williams	984.77	Hugo Chavez	885.95
Ronald Berube	1,285.86	Josefina Miranda	1,131.12	Michael Weeder	979.82	Sofia Kyrtis	885.83
Eileen Moss	1,278.92	Douglas Meador	1,130.63	Mabelyn Rojas	979.35	Scott Florin	885.11
Nancy Myers	1,276.51	Gary Jones	1,129.11	Juanita Pittman	978.63	Jessica Santamarina	884.84
L Preston Wade	1,275.75	Michael van Delft	1,125.63	Ryan Barker	978.54	Jacqueline Reim	882.44
Bernardo Lopez	1,273.36	Joshua Toft	1,125.13	Arthur Carter	978.22	Erez Shabtay	882.15
Natalie Lloyd	1,272.56	Taneshia Solomon	1,122.77	German Viviano	974.22	Kara Snyder	880.52
Ryan Saridakis	1,262.08	Matthew MacDonald	1,122.48	Andrew Beckfeld	971.26	Lorena Barriere	879.85
John Hughes	1,257.62	Timothy Watson	1,121.94	Pamela J. Smith	964.68	Barbara Stillwell	874.98
David Ackerman	1,254.41	Nicole Bolander	1,118.84	Larry Chick	963.09	Jacqueline Kabuyen-Mitchel	874.96
Zach Luhr	1,251.02	Kenneth Greer	1,117.35	Elizabeth Palmer	960.46	Amy Shui	874.90
Justin Wilson	1,246.44	Clifford Meckelburg	1,116.54	Gordon Langlois	959.82	Despina Guelker	871.83
Agatha Safford	1,240.19	Brian Felts	1,109.49	Janice Gill	954.59	Mark Folden	866.02
Robert Avent	1,240.04	Thomas Roberts	1,106.32	Steven Fletcher	954.47	Cynda Gather	865.06
Rory Crockford	1,239.14	Atta Saleh	1,103.94	Brian Traboulay	953.07	Matthew Tullis	862.93
Dejan Kresic	1,237.16	Krista Thieme	1,096.30	Mercedes Ayala	952.66	Shaun Rice	862.56
Peggy Winston	1,235.77	Cory Friedman	1,095.38	Mark Atoa	952.25	Cynthia Romero	861.88
James McCarthy	1,229.32	Alek Auxier	1,085.72	Sonia Marin	950.06	Harold Miner	861.86
Kevin Burton	1,225.97	William Reed	1,085.22	Daina Winningham	949.86	Samy Abdellatif	861.34
Craig Ediger	1,223.30	Karen Gagarin	1,083.49	Humberto Quiintero	949.24	Tara Powell	860.80
Steven Lucero	1,221.78	Travis Slavens	1,080.81	Jake Sheridan	948.24	Erin Mahoney	859.45
Aaron Haskins	1,219.35	Aaron Spears	1,078.16	Paramjit Sangha	946.80	Rihanatou Traore	859.28
Travis Eick	1,214.21	Adam Elliott	1,070.55	Eric LaBossiere	944.60	Mark Corkrean	857.64
Steve Jirschele	1,213.46	Kenneth Randolph	1,070.41	Michael Yassa	938.35	Shane Powell	857.43



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Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Oscar Rubio	\$856.61	Eric Pitt	\$764.39	Ching-Chung Yeh	\$672.51	Jenny Sample	\$608.58
Leatrice Medina	853.94	Thomas Matthews	762.71	Alexander Paoloni	672.11	Alan Sheldon	607.91
Crystal Mestres	852.89	Sharon Brenner	762.43	Phillip Katsigiannis	671.38	Rebekah Poole	607.90
Julie Hallgren	850.93	Sarah Wilson	759.90	Cleveland Reid	670.57	Darrell Misner	602.59
John Wright	850.34	Bethany Hudon	757.33	Renato Cabamongan	670.44	Scott McMullen	602.32
Gregory McMeckan	850.23	Samson Adelufosi	756.71	Derek Maglinte	670.40	Timothy Vizeau	600.05
Tanica Session	848.43	David Ingram	754.89	Jeffrey Rice	669.28	Thomas Tulowiecki	598.88
Evan Venturella	845.66	Pamela Ladd	749.78	Tami Dixon	667.26	Andrew Hebbard	598.80
Margaret Smothers	840.59	Amanda Sherlock	749.21	Jalal Nabiyev	665.49	Christopher Corpe	597.00
Tara Fontana	839.04	Lorena Prieto	747.68	Demetria Holmes	664.60	Karen Stockwell	596.96
Bertha Washington	837.59	Chad Layton	744.96	Robert Slocum	663.56	Ashtyn Campbell	596.85
Maria Hartwick	837.28	James Schneider	742.26	Xinjian Wang	662.04	Tyler Murray	596.71
Robert Vincent	836.65	Brianna LaMonica	741.90	Kevin Yakowich	660.96	Joan Giron	595.77
Augustine Facundo	827.37	Philip Abramovitz	741.21	Michael Yoxtheimer	660.55	Edwin Cuebas	594.06
Paul Iulo	822.20	Meeta Sanyal	740.50	Sherry Rubio	660.13	David Cassidy	593.89
Cbyrd Lucas	821.98	Dan Pinschmidt	738.40	Becky Kelleman	658.60	Faith Philbeck	593.45
Christopher Rossman	815.34	Erika Martin del Campo	737.90	Amanda Williams	657.81	Pamela Smith	593.37
Scott Godar	814.98	Daniel Umbertone	736.19	Neal Dickey	657.03	Neil Ruiz	588.76
Justin Jonsdottir	810.90	Samuel Florent	731.65	David Pennington	656.74	David Saez	587.28
Ramon Herrera	809.30	Gregory Hayman	731.41	George Cunningham	656.14	DeAngelo Haslam	585.01
Anthony Coleman	806.70	Daniel Orr	730.91	Jonathan Whitaker	655.75	Patrick McGonigle	583.99
Derek Resch	805.22	Reynaldo Singson	730.38	Peter Kwiatkowski	651.86	Priya Lott	583.95
Christopher Achey	804.65	Peter Soybel	728.88	Roger Weisman	651.71	Musa Yasin	582.78
Jamison Weatherspoon	804.12	Ryan Clouse	726.37	Richard Duskey	651.65	Charlene Losse	582.32
Latoya Maynard	803.39	David Garcia	723.65	Sunny Andrews	651.20	Thomas Quintalino	582.19
Ini Augustine-Alkan	800.18	Raul Castaneda	720.94	Joshua Lageman	651.19	Robert Kroeger	579.08
Ruben Soberanes	800.10	William Burns	720.13	Rose Savca	649.71	Lynn Jones	578.85
Timothy Zettlemoyer	799.77	Edmund Tapia	717.48	John Atsyor	648.58	Marvin Chalwe	577.47
Michael McJunkins	798.04	Cody Montgomery	717.38	William McCray	647.59	Joseph Roszman	576.22
Hector Urena	798.01	Mike Argersinger	716.98	Nicholas Parker	647.36	Paul Kagarise	576.13
Sean Roberts	797.98	Crystal Dorsey	715.98	Christopher Babel	647.17	Demond Crump	571.62
Amit Ravani	797.67	Brent Arbour	712.15	Valorie Nhean	647.06	Sabrina Owens	571.37
Andrew Brinkmeyer	796.06	Chad Lewis	711.76	Mike Houston	646.68	Larry Daniel	571.30
Eric Meyer	793.05	Pedro Cuba	711.70	Casey Larson	644.98	Jonathan Smart	571.11
Theodore Greer	788.70	Michael Camara	709.38	Robert Biser	642.76	Zoe Rhoden	570.48
Lawrence Broniszewski	787.22	Bill Strain	709.07	Kevin Rendon	642.40	Desi Dimitrova	569.89
Michael McCoy	786.93	Javier Sandoval	707.79	Iryna Sushkova	637.99	Rexford White	568.95
Saroni Lasker	786.85	Walter Hope	706.12	Crystal Cannon	637.27	Patricia Anderson	568.80
Jan Ward	786.34	Charene Reyes	703.76	Adam Scriver	636.98	Cesar McClain	567.95
Allen Nelson	785.20	Ramin Maghsoud	703.64	Daniel Armstrong	636.07	Jason Cabamongan	564.68
Marcus Oliver	785.04	Christopher Brooks	702.93	Nolan Vannucci	635.87	Bernard Oliphant	563.95
Dichita Warren	782.32	Gregory Engrav	702.48	Brookalyn Stillwagon	631.85	Glyn Hurst	561.72
Eric Trautman	781.09	Deniese Snagg	700.43	Tim Smith	631.51	Kimberley Vaughn	559.63
Christopher Gardeski	780.57	Michael Bromberg	698.82	J'Vaun Williams	629.66	Bryna Makowka	559.22
Matthew Skinner	780.49	Donald Pippin	697.54	Jamie Winkler	626.41	Dayan Solis	557.65
Joseph Lugo	777.54	Marc Younger	696.92	John Averi	625.24	Cheryl McLean	557.46
Lawrence Adams	775.01	Robert McNutt	696.91	Diane Carrion	625.14	Emperess Hall	553.90
Stephanie Poe	774.69	Lisa Stella	694.42	Nicholas Rice	624.62	Suzanne Otto	553.82
James Black	774.36	James Stewart-Meudt	692.77	Jennifer Bullis	622.81	Clint Talbert	553.38
Timothy Keene	774.31	Mickey Beaver	691.00	Jason Duncan	621.53	Darron Hacker	552.28
Sarfulah Stewart	773.10	Jeff Jeffries	690.98	Hyungjun Kae	621.33	Jonathan Capstick	551.48
Rudi Camenzind	772.05	Mark McGuigan	690.78	Ross Ewen	619.12	Jerry Kust	546.66
Hsiaohsuan Li	772.04	Scott Kim	690.73	Dason Phaul	619.02	Adam Trubacz	546.55
Christopher Chantre	771.17	Luis Velez	688.38	Ryan Clark	617.34	Nestor Peralta	542.71
Chanel Mendoza	770.71	Michael Rice	684.49	Nellie Whittaker	615.93	Jeffrey Jacobsen	542.49
James Erickson	769.80	Eli Pierce	682.64	Brandon Schwed	614.02	Frank Mangus	541.50
Jerrell Johnson	769.23	David Mellies	675.65	Troy Turnbow	613.10	Michael Rowe	541.30
Martine Suarez	767.12	Raishaun Stover	675.34	Ilona Patterson	611.69	Aaron Latham	540.30
Brian McTear	766.11	Stefan Johansson	673.61	Anne Powihongi	611.03	Aldonta Garrett	539.94



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Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Samantha Sanchez	\$539.72	Alfred Ayala	\$480.38	Robert Gerdes	\$441.32	Radu Diaconu	\$387.78
Bernard Dunn	539.66	Columba Perez	479.76	Rashelle Nugent-Smith	438.51	Richard Zielony	387.42
Martina Laufenberg	539.42	Milton Smith	479.32	Matthew Guzman	437.86	Brandon Abkemeier	387.28
Fritznel Octave	538.22	Dawn Hardin	477.03	LaToya Richardson	437.13	Norman Brand	387.13
Xavier Baudoïn-Dajoux	537.45	Emil Mohareb	477.00	Joseph Savage	437.02	Andrew Gallegos	386.00
Fernando Siordia	536.39	Antonio White	476.67	Jennifer Erdmann	436.77	Gregory Easley	385.31
Emory Pillert	533.01	Daniel Wetherbee	476.18	John Brandon	436.12	Elizabeth Taylor	384.55
Dimitri Edouard	532.12	Selena Thammassen	474.63	Steven Harris	434.16	Stacey Stewart	383.44
Meredith DiVita	530.73	Mele Tagalao	474.44	Roger Ragland	433.53	Cynthia Sittiger	382.88
Stefanos LeBrasseur	530.71	Lauri Fish	474.33	Carmelo Perez	433.45	Rose Deacy	382.51
Douglas Zigby	530.70	Silvia Cruz	474.24	Terrence Wagner	432.89	Asghar Sajjad	381.39
Frank Soldo	530.20	David Custer	473.98	Jack Holton	432.50	Raun Demons	381.03
Joseph Narcisi	530.12	Mathew Weber	472.99	Adam Graf	431.53	Stephanos Afa	380.65
Blake Shelhamer	529.34	Norman Candelore	472.93	Leila Newman	430.46	Ashley Hackney	379.95
Eric Cisler	526.33	Jose Hernandez-Camarg	472.64	Jeffrey Boltinghouse	429.00	Marcus Slayton	378.32
Sophia Szeto	524.88	Adelfa Parinas	472.40	James Gordon	428.78	Brian Wolchok	378.10
Bertram Feldman	523.35	Daryl Skinner	472.14	Scotty Ross	427.60	Toafa Teo	377.00
Alan Rosen	519.63	Cara DeFiore	472.08	Amelia Zeiger	427.19	Calvin Myles	376.27
Matthew Thomas	519.25	Justin Crosby	471.54	Michael Mandella	427.13	Lynette Robinson	376.01
Philip Even	517.66	Michael Rome	470.37	Charles Lee	426.11	Larry Malitz	375.08
Samantha Chui	515.50	Rick Fujitani	468.96	Christopher Ayala	424.41	Michael Isaac	374.58
Chad Neff	513.90	Todd O'Neill	468.46	Becky Coughran	424.02	Timothy Dawe	374.03
Francois Beaini	513.62	Mark Gorman	468.39	Brock Graff	420.98	Asa Davis	373.23
Christopher Cummings	512.33	Brian Salce	468.20	Donald McCrary	420.28	Bryant Smith	372.70
Shae Peters	511.74	Ardith Jefferson	464.27	Bethany Jarding	419.35	Cynthia Wilwayco	371.93
Paul Johnson	511.62	Kevin Kilimnik	464.08	Elizabeth Cazares	417.34	Lisa Mullnix	370.91
Jonathan Tomko	511.48	Patrick Leung	463.93	Ryan Forster	416.68	Jake Yagjian	370.91
Nicholas Walsh	508.04	Joshua Holley	461.96	Joaquin Santos	414.04	James Peeler	370.21
Ahmad Hanif	508.03	Tony Motley	461.64	Anthony Mele	413.91	John Nesbitt	369.50
Brittany Smart	507.60	Paul Snyder	461.48	Charles Cannon	412.70	Isaac Golan	367.68
Ellen Sawo	507.19	Judy Kellerman	460.67	Thomas Vena	410.94	Ana Sime	365.88
Gordon Mooc	504.63	Carmella Stroud	459.24	Jason Young	410.59	Diana McNair	364.96
Ariel Fleming	502.85	Justin Penn	459.15	Meredith Woods	408.68	Curtis Ross	364.65
Richard Sprigg	501.64	Giovanna Fleming	458.82	Spencer Bullock	407.70	Richard Romero	362.40
Robert Drake	501.56	Cole Feist	458.15	Jerome Worth	406.13	Christopher Hayslett	361.72
Brian Miller	501.35	Ronald Starr	458.10	Rosemary Fleming	405.18	Levar Morgan	361.63
Fredric Nobari	499.45	Michael Forcier	457.84	Myron Montano	404.62	Irakli Dolidze	360.71
Richard Dipaolo	499.42	Shelley Meyer	457.69	Heather Hewitt	404.59	James Griffith	358.27
Matthew Jasper	499.16	James Jones	456.34	Michelle Jones	404.04	Mihaela Curtean	357.62
Samuela Matelau	499.08	Caroline Schurter	455.60	Michael Perkins	401.81	John Mattingly	354.39
Chris Johnson	498.80	Clayton Menezes	455.31	Ryan O'Donnell	400.63	Eunsook Kang	354.09
Takeasi Ratumaiyale	498.05	Oswaldo Kouno	455.25	John Serrano	400.35	John Fant	353.67
Elizabeth Hodgson	497.45	Denis Miklasevskij	454.30	Lola Tatum	399.92	German Pena	353.17
Jack Wang	496.32	Jennifer Kotila	454.02	Damien Fortson	398.62	Martin Skedel	353.04
Cole Cronin	494.57	Joe Hunter	452.33	Lauren Hutchinson	398.44	Delphina Livorsi	352.36
Edward DeAngelo	493.37	Denise Yearby	452.26	Curtis Proebstel	398.08	Yuri Shalak	352.26
John Cranny	492.35	Jesus Gonzalez	451.15	Andrew Albright	397.09	Roger Sideris	350.10
Barbara Leader	492.28	Joseph Hemsley	450.78	Carleen Nicco	396.47	Jason Bratin	348.33
Michael Black	490.36	Leora Del Rosario	450.74	Charles Guy	396.08	Eli McKenzie	348.14
Colleen Goodine	488.93	Eric Williams	449.62	Kathryn Johnson	395.32	Yenni Le	348.09
Teresa Russell	488.68	Bianca Callender	447.71	Brian Sundberg	394.61	Angela Kerr	347.66
Ahmed Karkoura	484.30	Michelle Hoffman	447.15	Pierre Valiquette	393.00	Ian McElroy	345.84
Richard Lutz	483.69	Kristel Gazzola	444.76	David Boltz	392.76	Adam Schacter	345.65
Jeffrey Curtis	483.40	Ashley Way	444.64	Jean Moser	390.55	Jason Duty	345.51
Dwan Johnson	483.39	Katie Chetwynd	444.59	Brenda Anderson	390.48	Ewa Marinaccio	345.02
Darren Osenbaugh	483.17	I-Perfection Harris	444.18	Anthony Meola	390.18	Amuia Teo	344.83
Vance Bosch	482.84	Jessica Fernandez	443.84	Vanessa Clark	389.69	Heather McConnell	344.68
Kurt Anderson	481.95	Josefina Bernal	442.81	Suani Tonumaalii	389.43	Willie Hayden	344.16
Gregory Perdriel	481.62	Charles Wachuku	441.70	Luigi Ricchio	388.01	David Taylor	342.92



# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Linda Bird-Harris	\$342.69	Juanita Too	\$297.81	Lyonel Rosemond	\$263.29	Peter Chan	\$228.15
Ralph Travis	341.62	Reginald Patrick	296.96	Willie Smith	263.23	Rafael Sawin	227.87
Arlene Grosso	341.13	Rita Earl	296.90	Danielle Anderson	261.69	Frank Jendusa	226.74
Sarah Wilderman	340.99	James Conley	296.54	Joel Negrotto	260.04	Evan Holzhauser	226.04
Debra Hepp	340.06	Luke Forster	296.20	Juan Acevedo	260.00	Adaoma Okereke	224.92
Fanchon Hooker	338.17	Brandon Zangaro	296.16	Andrea Barenholtz	259.65	Lucas Rocha	223.90
Natalie Linker	338.01	Jorge Sanchez	296.01	John Ragozzino	259.64	Mickey Flinn	223.20
James Cunningham	337.96	Faasasalu Nanai	295.85	Rhonda Shaffer	258.99	John Zapata	222.20
Timothy Mendes	337.14	Benjamin Baker	294.44	Richard Brempong	257.28	Derrick Olson	221.62
Raphael Bouchereau	336.57	Jerid Ferranti	294.31	Jennifer Coppola	257.06	Quanita Baxter	221.00
Matthew Ephland	336.28	Amy Buskas	293.13	Garret Kun	255.60	Michael Spranger	220.96
Luis Bagundo	335.86	Jocelyn McFarland	292.96	Bianca Allen	255.02	Johnathon Bunch	220.96
Melissa Losk	335.02	Monique Jones	292.78	Gregory Rochester	254.75	Justin Huebner	220.14
Trish Baraghoush	333.22	Craig Neal	291.60	Sheila Karch	254.03	Edward Konetski	219.58
Keith Johnson	332.82	Ryan Kendl	289.25	Lydia Hartounian	253.24	Michael Abel	218.59
Gora Choudhury	332.74	Patrick Parisi	289.14	Amber Sides	252.04	Mayra Hernandez	217.46
James Roach	332.27	Aruna Ravani	288.55	Kechia Danner	251.55	Jonathan Unger	216.94
Patrick Wright	331.96	Allen Edmunds	288.34	Lakesha Ausberry	250.98	Faleola Utu	216.86
David Garbarskiy	331.96	Brianne Jablow	288.12	Brandon Davis	249.87	Lisa Kahan	216.62
David Tobey	329.29	Matthew Volpi	287.79	Rodney Mori	248.82	Richard Pasternack	216.04
Catherine Luke	329.12	Courtney Sprecher	285.50	Robert Hughes	248.04	Caleb Lawson	215.12
Janice Park	329.10	Michael Allen	284.84	James Knowlton	247.68	Justin Germany	214.78
Brian Hablutzel	328.43	Chaquita Darden	283.56	Michael McKelvie	247.65	Juan Arana	214.05
Erin Moyer	326.16	Walter Waddler	283.42	Jeff Spanaus	246.69	Lou Utumapu	213.67
Rita Haidinger	324.24	Patrick Faaitiiti	282.90	Matthew Girard	246.20	Patrick Robitaille	213.48
Gia Toalton	322.71	Amber Wallace	282.85	Regina Stingley	245.16	Stacy Taylor	213.04
Albert Kunsman	321.22	Mitchell Phillis	282.75	Consuelo Dominguez	245.10	Corey Brunson	212.96
Clayton Giffin	319.20	Angelika Vassilieva	282.55	James Reilly	244.90	Jill Mangram	212.64
Adrian Moya	317.76	Stanislav Shevtsov	281.61	George Jones	244.40	Phillip McCall	212.61
Jacqueline Alera	317.24	Andrea Sayson	280.82	Michael Perez	244.14	Ross D'Souza	212.28
Steven Pfeffer	317.20	Omar Hashimi	280.47	Tammy Schroeder	242.90	Juan Morales	211.90
Antoine Pananis	316.64	Angie Uribe	279.60	Alex Grakhov	242.36	Motuloa Maulolo	211.43
Christian Bialk	316.14	Maritza Partida	278.54	Lee Croft	242.00	Erin Fisher	210.97
Jody Munn	315.62	Rencel Jones	278.31	Debra Bell	240.72	Michael Romeo	210.83
Frank Cousins	314.85	Nadia Zarazua	278.24	Luciana Mosca	240.44	Thomas Soloweyko	210.68
Sandel White	312.82	Angela Butcher	278.20	Chad Brown	239.94	Marchon Tatmon	210.62
Sheila Murphy	312.79	Regina Neal	277.62	Jo Karr	239.85	Steven Gulati	209.96
Sarah Quint	312.43	Johnathan Peterson	276.44	Louis Gilmore	238.51	Kouassi Appiah	209.22
Donald Fitzgerald	312.17	James Burke	275.34	Abigail Duque	238.28	Sarah Meadows	208.79
Jonathan Cochran	312.00	George Lahamedjian	274.88	Katherine Georgiou	238.24	LaSandra Williams	208.02
Kyle Hurd	312.00	Leah Courtright	274.40	Nancy Manivong	237.74	Kate Shchepanskiy	208.00
April Parent	311.65	Cynthia Wilhelmi	274.23	Stephen Jubrey	236.99	Kitrell Lucas	208.00
Reynaldo Garcia	311.19	Christopher Lewis	273.07	Jerry Moore	236.42	Gerard Reynolds	207.74
Michael Heckman	310.59	Nicholas Grandominico	272.30	Cacia Galiano	236.02	Robert Lynam	207.62
Sarah Tinkham	309.72	Cynthia Palfrey	272.11	Carl Rudd	235.89	Velichko Kasakov	206.97
Cheryle Miller	307.00	Shivani Thaker	270.74	Estela Rodriguez	235.34	Paresh Takrani	206.70
Juliana Mauga	306.75	Justin Nevitt	269.35	Roshelle Ruffin	234.84	Erika Speed	206.61
Michael Blanch	306.30	Ashley Adams	269.26	Diane Crawford	234.22	Schuyler Frazier	203.10
Shannon Andrews	306.06	Adrian Bullens	268.66	Sara Welch	233.53	Matthew Rude	202.82
Thomas Rich	305.45	Tanya Lockhart	268.47	David Farraway	233.35	Maria Tago	202.03
Lynn Montgomery	304.72	Marcus Howard	268.36	Aaron Cahill	233.16	Michael Ellis	201.84
Bruce Tracy	303.84	Jay Newsome	267.25	Lisa Cook	232.78	Elaine Cambrelen	201.32
Joseph Schroeder	303.78	Tammy Robinson	266.57	Svetlana Astasheva	232.61	Maria Bueno	200.85
Dora Reid	303.58	Lima Drysdale	265.34	Yeni Losano	231.93	Tommy Penson	200.35
Devin Phillips	302.67	Ryan Neel	265.01	David Bolster	230.86	Karen Price	200.02
Brenda Hockensmith	302.62	Colin Gibson	264.49	Peniamina Levae	230.75		
Katrina Poloaweir	300.78	Andrew Overton	263.91	Shawn McMichael	230.14		
Charles McDonald	299.80	Brent Morrissey	263.77	Geoffrey Bowers	229.77		
John DeRosier	298.32	Michael Bishop	263.29	Kyle Stulak	228.82		



# Reinstatement Bonus

Total: \$32,430.09

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Lance Martin	\$2,510.26	Patrice Wise	\$518.04	Harjeet Rana	\$287.83	Wendy Cox	\$213.75
Christopher Stephens	2,192.56	Jera Culbert	438.00	Yeni Losano	278.76	Allan Gilbert	210.24
David Jackson	2,069.81	Craig Byer	414.00	Frank Kolligian	278.01	Susan Bergh	209.25
Sami Mogannam	1,900.71	Keith Hadayia	411.42	Frankisa Williams	274.08	Shivani Thaker	202.05
John Bulecza	1,703.58	Jesus Gonzalez	402.14	Anthony Coleman	269.28	Andrew Lee	200.70
Carlo Bonifazi	1,526.65	Nabil Spahi	339.48	Ronald Marx	264.00		
James Larkin	1,281.10	Richard Refano	332.25	Alan Silverman	259.92		
Lily Tchen	944.40	Benton Tong	323.09	Catherine Minor	257.82		
Hank Gordon	815.34	Lewis Stewart	317.89	Terry Knudson	242.01		
David Wang	777.12	Arthur Westergren	306.24	Nicholas Linonis	239.13		
David Ackerman	708.87	John Manarte	301.71	Andrea Yee	236.46		
Cynthia Romero	572.04	Thomas Parker	294.18	Timothy Dawe	230.43		
Dick Nakatani	554.21	Robert Appel	288.75	Earle Harris	227.91		

\*All qualifiers listed achieved at least \$200 in bonus totals

# Public Relations Bonus

Total: \$71,160.52

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Al Wall	\$12,317.03	Mario Soljan	\$1,176.50	Marilyn Gonzalez	\$748.15	Marilyn Kohlhasse	\$323.00
Robin Andrade	7,685.07	George Farenthold	1,149.69	Jerry Hartnett	728.00	Irene Rurycz	315.00
Chuck Hill	4,359.00	Cheryl Cook	1,125.00	Alexis Mathis	659.72	Alina Latinsky	288.50
Brenda Di Somma	3,656.55	Erica Dalager	1,110.50	Heidi Diecedue	658.00	William Slocum	256.50
Mark Gagliardi	3,376.50	Frances Christie	1,051.00	Darrell Dorey	612.00	Cassandra Williams	244.50
Vivian Dwyer	2,932.67	Armanda Mlinaz	1,011.50	Linda Stadler	598.00	Sara Thrailkille	240.00
Ashley Desjardins	2,695.50	Rona Pileggi Spano	986.33	Scott Alexander	558.00	Nadine Boudreault	217.50
Ken Altizer	2,349.00	Donald Spohn	911.50	Larry Lozano	545.00	Sue Akers	209.00
Malka Arony	1,896.75	Gabriela Berloni	881.00	Robyn Ferraro	456.75		
Susan Gilbert	1,809.63	JT Tasker	852.06	Laura Mackin	445.32		
Leo VanDenBussche	1,520.20	Richard Case	847.50	Carrie Ho	391.50		
John Wagner	1,446.50	Krissa Hensley	779.00	Katy Hogge	339.53		
Jacqueline Lowe	1,317.00	Casandra Robinson	765.50	Manon Brulotte	335.41		